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Opening of New Building Boston Chamber of Commerce

1892

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HELIOTYPE PRINTING CO.

BOSTON CHAMBER OF COMMERCE.

INDIA ST. AND CENTRAL WHARF.

Ceremonies connected with the opening of the building of the Boston Chamber of Commerce Wednesday and Thursday, Jan. 20 and 21, 1892

Edited by the Secretary

A. F. Simard
3. 2. 93

Boston
Press of George H. Ellis
1892

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OFFICERS

OF THE

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1891–92.

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Secretary.

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FREEMAN J. DOE.

Ex Officio.

ALDEN SPEARE, *President.*
Served from Oct. 9, 1889, till Oct. 7, 1891.

LAMONT G. BURNHAM, *President.*
Served from Oct. 7, 1891, till completion of building.

Architects.

SHEPLEY, RUTAN, AND COOLIDGE.

Builders.

NORCROSS BROTHERS.

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having charge of the ceremonies connected with the opening of the new building.

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EDWIN R. DELONG.
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EDWARD B. HOSMER.
DANA I. MCINTIRE.
GEORGE A. ALLISON.
S. HENRY SKILTON.
CHARLES H. WADE.
GEORGE E. MITCHELL.
JAMES M. W. HALL.
FRANK L. RIPLEY.
FITZROY KELLY.
FRANCIS W. BREED.
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BENJAMIN HINCKLEY.
JOHN C. PAIGE.
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DANIEL S. EMERY.
LUTHER A. WRIGHT.
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Frank Jones.
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George F. Shepley.
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Fitzroy Kelly.
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Reuben P. Benton.
George H. Leonard.
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Orlando W. Norcross.
John E. Soper.
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Charles A. Rand.
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Charles B. Edgerly.

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Roderick D. Richardson.
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Edmund Reardon.
Freeman J. Doe.
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Weston Lewis.
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Alvin M. Rice.
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HARRISON ALDRICH.
FERDINAND F. FAVOR.
GEORGE H. PHILBROOK.
WILLIAM M. SNOW.
ARTHUR L. ROBINSON.
GRORGE W. EDDY.
LYMAN E. PIERCE.
GEORGE B. LOMBARD.
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SAN FRANCISCO BOARD OF TRADE.

HORACE DAVIS.
C. J. DEMPSTER.

SAN FRANCISCO CHAMBER OF COMMERCE.

C. ADOLPH LOWE.
JOHN T. CUTTING.

DENVER CHAMBER OF COMMERCE AND BOARD OF TRADE.

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S. H. ELBERT.

DENVER MINING EXCHANGE.

GEORGE H. BATCHELDER.

HARTFORD BOARD OF TRADE.

J. M. ALLEN.
JACOB L. GREENE.

NEW HAVEN CHAMBER OF COMMERCE.

LOREN H. STANNARD.
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ATLANTA CHAMBER OF COMMERCE.

R. B. BULLOCK.
R. D. SPAULDING.

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CHICAGO PRODUCE EXCHANGE.
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LOUISVILLE BOARD OF TRADE.
ST. JOHN BOYLE.
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NEW ORLEANS CHAMBER OF COMMERCE AND INDUSTRY.
A. K. MILLER.

BANGOR BOARD OF TRADE.
EDWARD M. BLANDING.
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PORTLAND BOARD OF TRADE.
SETH L. LARRABEE.
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JAMES B. CANBY.
WALTER F. HAGAR.

PHILADELPHIA BOARD OF TRADE.
WALTER F. HAGAR.

PITTSBURG CHAMBER OF COMMERCE.
GEORGE A. KELLY.
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CHARLES H. GEORGE.
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CHARLESTON CHAMBER OF COMMERCE.
T. R. McGAHAN.
W. H. BRAWLEY.

RICHMOND CHAMBER OF COMMERCE.
JOHN B. PURCELL.
NORMAN V. RANDOLPH.

TACOMA CHAMBER OF COMMERCE.
WALTER J. THOMPSON.
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MILWAUKEE CHAMBER OF COMMERCE.
W. P. McLAREN.
BERNARD STERN.

NATIONAL BOARD OF TRADE.
FREDERICK FRALEY.
HAMILTON A. HILL.

HELIOTYPE PRINTING CO.

COMMITTEE ON BUILDING.

ALDEN SPEARE, President.
Ex-officio.

HERSEY B. GOODWIN.

WM. O. BLANEY
Chairman

JOHN P. HILTON

FREEMAN L. DOE

DESCRIPTION OF BUILDING.

The excavation for the building was begun in the early part of May, 1890. The corner-stone was laid Sept. 29, 1890. The building was completed in January, 1892.

The building stands on piles, each pile holding seven and one-half tons. The foundation is made of granite, the basement walls being lined with hollow brick. The basement floor of the building is composed of one foot of Portland cement concrete, on which is laid a course of tarred paper, on which the wooden floors are placed. The boiler-room floor, being below high-water mark, has two feet of Portland cement concrete on the bottom and on the sides, and then covered with brick.

The exterior walls of the building are made of pink Worcester Quarry granite from Milford, Mass., and are backed with solid brick and faced on the inside with hollow brick, the plaster of the rooms being placed directly on the hollow brick.

The floors of the building are made with twelve-inch steel beams, placed from four to six feet apart and filled in with hollow terra-cotta arched floor blocks, the top of these arches being levelled up with concrete to receive the wooden floors. The flat roof is made in the same manner, and covered with tar and gravel roofing.

The floors of the vestibules and lower corridors are laid with marble tile, and the vestibules and lower corridors are wainscoted with white Italian marble. All corridors above

the first story are wainscoted in oak, with rift sawed yellow pine floors.

The Board Room is wainscoted thirteen feet high in panelled oak, with maple floor, and the domed ceiling made of iron and plastered. The pyramidal roof is made of iron covered with black slate, the slate being tied to the iron frame with copper wire. The floors and ceilings of the offices in the sixth and seventh stories over the Board Room are suspended from this roof.

All the interior finish of the building is quartered oak.

In the basement there are a large restaurant, kitchens, etc., a large barber's shop, and the boiler and engine rooms. The first story is occupied by banks, steamship companies, etc. The second floor is occupied by large offices. The entire third story is occupied by the Chamber of Commerce, with its Board Room, Secretary's Room, Committee Rooms, Reading-room, parlors, lavatories, telegraph offices, etc. The Directors' Room being on the fourth floor., the stories above are occupied by offices.

INTRODUCTION.

The present Boston Chamber of Commerce was incorporated in the year 1885. This is the third organization bearing this name that has existed in Boston since the foundation of the town.

Particulars of the origin and term of life of the first chamber are difficult to obtain; but, from references in the public prints of the day and elsewhere, it is certain that it was in existence between the years 1793 and 1804.

The first officers whose names appear on the record were Thomas Russell, President, and Stephen Higginson, Vice-President.

The one important act of that body that has come down to us was the passage of a vote in 1795, in opposition to the strong prevailing public sentiment in Boston at the time, approving the ratification of the treaty with Great Britain negotiated by John Jay, which provided, among other matters, for the settlement of questions relating to depredations upon the commerce of the United States by armed vessels of belligerent powers, for which action the Chamber received the commendation of President Washington.

The second body bearing this name was formed in the year 1836.

Its first officers were William Sturgis, President, T. B. Wales, Robert G. Shaw, and David Henshaw, Vice-Presidents, with William Appleton, Abbott Lawrence, and other prominent merchants on its list of members.

It appears to have been a deliberative body, and to have taken vigorous and effective action upon very many of the large questions of the day. Its last recorded action was in 1843, after which it seems to have died.

The present Chamber of Commerce was formed by the consolidation of two corporate trade bodies, — the Boston Commercial Exchange, composed of three hundred members, and the Boston Produce Exchange, with a membership of five hundred. Each organization brought to the new body a fair amount of invested funds, so that the new Chamber started into life well equipped with a large and active membership and sufficient resources to assure its future success.

Of the two parent organizations, the Boston Commercial Exchange was the elder. It was organized in 1855, under the name of the Boston Corn Exchange* for the purpose, as its name indicated, of regulating and promoting dealings in breadstuffs. It was incorporated by the legislature in 1868. During the earlier years of its existence it occupied a small front room in the second story of the building at the corner of Commercial and Clinton Streets. Later on it occupied the entire second story of that store. It organized with a membership of one hundred and eighty, and the late Alpheus Hardy was its first President.

In the year 1871, with the idea of broadening its sphere of usefulness and drawing to it other branches of trade, particularly the provision and fish and salt interests, the name was changed to that of the Boston Commercial Exchange, and at the same time some steps were taken with the view to

*An earlier organization, bearing the same name, was formed in 1839, with sixty-nine members, but survived less than one year.

the bonding of land and the erection of a building; but a subsequent arrangement with the Boston Board of Trade led to the abandonment of that idea, and in 1873 its quarters were removed to the Merchants' Exchange building on State Street, where a large room was furnished for trading purposes in the third story of that building, in the rear and above the main hall of the Board of Trade.

Here for twelve years its daily business meetings were held, during which the Exchange made some gain in strength and influence; but its individuality was obscured by the semi-dependent position it occupied in relation to the Board of Trade.

The desire for a more independent position and a larger growth, and the hope that by a union with a sister exchange the ideal of an exchange building and permanent home might be sooner realized, led to the severing of this connection and to the consolidation movement in 1885.

The strength of the association during all these years grew out of its active membership and its daily meetings for trade.

It was not a deliberative body, but purely a business organization.

During the sojourn in the State Street building two important steps were taken, both of which tended to impart new vitality to the Exchange. The first was the adoption of the certificate membership, the second a system of gratuity insurance for the benefit of the families of deceased members.

Both of these plans have fully realized the expectation of their promoters, and have given a stability to the membership which could not otherwise have been obtained.

The Boston Produce Exchange was incorporated in 1877

for the purpose, as stated in the act, of promoting and increasing the facilities for trade in produce in the city of Boston and vicinity.

Its first President was Freeman J. Doe.

It started with a membership of one hundred and eighty-six firms, which finally increased to an individual membership of five hundred.

It occupied for its quarters the large hall in the rotunda of the Quincy Market.

In 1882 it adopted a system of certificate membership, and a year later it likewise established a system of gratuity insurance similar to that previously referred to.

The Exchange from the outset maintained a high standard in its business methods, and at times rendered important service to the public, as well as to its own members, by taking vigorous steps to put a stop to irresponsible dealings and impostures within the lines of the produce trade. It also established in the early days of the organization and continuously maintained an official weekly circular of the Boston produce market, which obtained a large circulation outside the city, and proved of great value on account of the thoroughly reliable character of its information.

Part of the plan of consolidation of the Produce and Commercial Exchanges was that the quarters occupied by the former, over the Quincy Market, should become the temporary abiding place of the new organization; but it was also a firmly fixed idea that the members would not be satisfied to remain there, and that the Chamber could not attain to its full measure of strength and influence until it should own a

permanent home of its own,—one that should be an ornament to the city and reflect credit on the organization.

At the first meeting of the Chamber the President spoke earnestly in behalf of the building project; and soon after this first meeting, at the annual meeting on Oct. 6, 1885, the Board of Directors was asked to appoint a building committee of five, which was done. Later this committee was increased to ten, and from that time till Oct. 2, 1888, were actively employed in trying to perfect arrangements looking towards the erection of a building. Circumstances beyond their control prevented the acquisition of a site which it was acknowledged would have been second to none for position and in every way suitable.

Succeeding the labors of this committee, movements were at various times made towards the one desirable end; but it was not till June 3, 1889, that at a meeting of the Chamber a committee of ten was definitely instructed to ascertain the cost of land at the corner of India Street and Central Wharf, and further to see what contributions could be secured, cost of purchasing unexpired leases, and to report at the earliest possible date, with perfected plans and estimates for a suitable building and a financial scheme for providing for the necessary payment.

Oct. 9, 1889, this committee reported that Mr. Henry M. Whitney, one of the members, had offered to donate the land necessary, provided the Chamber would erect a suitable building upon it; and at this meeting this munificent offer was accepted, and a Committee of Building, consisting of William O. Blaney, Wallace F. Robinson, Hersey B. Goodwin, John P. Hilton, and the President was appointed, "with full powers

and authority to procure plans and specifications for a building, and make all contracts for the erection and completion of the same, subject to the approval of the Board of Directors."

Subsequently Mr. Wallace F. Robinson resigned from the committee, and Mr. Freeman J. Doe was appointed in his place.

The plans, as drawn by Messrs. Shepley, Rutan & Coolidge, were accepted; and the contract for building placed in the hands of Messrs. Norcross Brothers.

Sept. 29, 1890, the corner-stone was laid in the presence of a large number of the members; and from that time till the completion of the building in January, 1892, the work was steadily pushed forward.

At a special meeting of the Board of Directors, Dec. 2, 1891, an Executive Committee was appointed, who should have charge of the ceremonies connected with leaving the old rooms and the formal opening of the new building. This committee was composed of the Board of Directors, the Committee on Building, and the Secretary. They immediately organized, and appointed sub-committees, charged with the various details of arrangements, in order to carry out the following general plan, which had been adopted by the Executive Committee at a meeting held Dec. 7, 1891: —

1st. On the evening preceding the day of dedication a Reception and Promenade Concert will be given from 8 to 11 o'clock, to which members with ladies, and prominent business men of Boston, with ladies, are to be invited. It is hoped that on this occasion occupants of the various offices in the building will open their rooms, thus practically allowing the entire building to be inspected by the guests.

2d. On the morning of the following day, at 9 o'clock, exercises appropriate to leaving the old Chamber will be held in the old Chamber by the

members, at which time addresses shall be made by one or more of the members.

3d. At the conclusion of these exercises the members are requested to form in procession under the marshalship of Captain James M. Upton, and proceed, headed by a band of music, to the new building.

At 10.30 o'clock the Dedicatory Exercises will begin at the new Chamber, in accordance with the following general order: —

Prayer.

Report and Transfer of Keys by Chairman of Committee on Building.

Acceptance of Building by President.

Address by President.

Oration.

Addresses by representatives from sister exchanges.

Benediction.

Interspersed by vocal and instrumental music.

During the remainder of that day until 5 o'clock the building is to be open for inspection by the public, by ticket.

4th. On the evening of that day a banquet to be given by members of the Chamber with invited guests.

The dates for these exercises are Wednesday and Thursday, Jan. 20 and 21, 1892.

The principal commercial exchanges throughout the country were invited to send two delegates; and the responses were cordial and hearty, so that we had the great pleasure of welcoming guests from North, South, East, and West.

Wednesday and Thursday, January 20 and 21, were clear, cold, beautiful winter days; and we were specially fortunate in that regard.

The exercises from beginning to end passed off exactly in accordance with the programmes as arranged, without accident or incident to mar their completeness. The internal arrangements for business not being completed, the actual occupancy of the new rooms did not take place till Monday, January 25, when they were found to possess all the comforts and conveniences which go to make up a proper home for the Boston Chamber of Commerce.

PROGRAMME.

Reception and Promenade Concert Wednesday evening, Jan. 20, 1892, 8 *till* 11 *o'clock.*

Guests will please enter through the Committee Rooms and pass to the Reading-room, where they will be received by

MR. AND MRS. WM. O. BLANEY.

MR. AND MRS. LAMONT G. BURNHAM.

MR. EDWARD KEMBLE.

MR. AND MRS. FRED'K N. CHENEY.

MR. AND MRS. AVERY L. RAND.

MR. AND MRS. GEORGE E. MITCHELL.

PROMENADE CONCERT.

Germania Orchestra.

1. MARCH. "Dedication" . . . . . *Gungl*
2. OVERTURE. "Semiramide" . . . . . *Rossini*
3. CONCERT WALTZ. "Wiener Chronik" . . . . . *Strauss*
4. ROMANZA FOR TROMBONE . . . . . *Heinz*
5. GRAND SELECTION from "La Cigale" . . . . . *Audran*
6. GAVOTTE. "Theodora" . . . . . *Thiere*
7. OVERTURE. "Maritana" . . . . . *Wallace*
8. WALTZ. "La Serinata" . . . . . *Jaxone*
9. SERENADE. "Do I love thee?" . . . . . *Wiegand*
10. SELECTIONS from "Amorita" . . . . . *Czibulka*
11. MAZURKA DE CONCERT. "Colombine" . . . . . *Strauss*
12. GALOP. "Au Revoir" . . . . . *Hermann*

PROGRAMME.

Exercises at the Old Chamber, Thursday, Jan. 21, 1892,
9 *o'clock A.M.*

MUSIC.

CALL TO ORDER BY THE PRESIDENT, LAMONT G. BURNHAM.

ADDRESSES.

EDWARD KEMBLE, Vice-President Boston Chamber of Commerce and President of the Boston Commercial Exchange, 1873 and 1874.

HERSEY B. GOODWIN, President of the Boston Commercial Exchange, 1880 and 1881, and President of the Boston Chamber of Commerce, 1886 and 1887.

AUSTIN BELKNAP, President Boston Produce Exchange, 1878.

GEORGE W. FISKE, President Boston Produce Exchange, 1879.

LUCIUS SLADE, President Boston Produce Exchange, 1880.

GREENLIEF W. SIMPSON, President Boston Produce Exchange, 1881.

"AULD LANG SYNE," sung by the members.

At the conclusion of these exercises the members will form in procession under the chief marshal, Captain James M. Upton, and, headed by the Germania Band, will proceed to the new building.

Dedicatory Exercises at the New Chamber, 10.30 *A.M.*

MUSIC. Overture, "Maritana" . . . . . *Wallace*

CALL TO ORDER BY THE PRESIDENT, LAMONT G. BURNHAM.

PRAYER, REV. ANDREW P. PEABODY, D.D.

MUSIC. Entr'acte from "La Colombe" . . . . . *Gounod*

ADDRESS AND DELIVERY OF THE KEYS by the Chairman of the Committee on Building, WILLIAM O. BLANEY.

ACCEPTANCE OF THE SAME AND RESPONSE by the President on behalf of the Boston Chamber of Commerce.

MUSIC. "Gems of Verdi" . . . . . *Godfrey*

ADDRESS, LAMONT G. BURNHAM, *President.*

MUSIC. Concert Waltz, "New Vienna" . . . . . *Strauss*

ORATION, HENRY M. WHITNEY.

MUSIC. Romanza for baritone . . . . . *Nessler*

ORIGINAL ODE, HENRY O'MEARA.

MUSIC. Galop, "The Musketeer" . . . . . *Ganne*

ADDRESSES by visiting delegates from Sister Exchanges.

DEDICATION HYMN, REV. S. F. SMITH, D.D. To be sung by the audience. Tune, "Italian Hymn."

The long-anticipated exercises in connection with the opening of the new Chamber of Commerce building took place on Wednesday and Thursday, January 20 and January 21.

As a prelude to the more solemn and serious business of parting with the old quarters and the inauguration of the new, some of the young, active members on the floor had arranged for an afternoon of fun and frolic in the shape of a good, old-fashioned minstrel entertainment. The rare sport that was expected drew together a very large number of members and guests on the afternoon of Wednesday; and probably the old hall was never so packed at one time before, all the space on the floor being occupied, and the window-seats, tops of desks, and, in fact, every available point were taken.

In the evening of the same day the six thousand guests to whom invitations had been sent, together with their wives, sisters, and lady friends, visited the new building, and there enjoyed a reception and concert, lasting from 8 to 11 P.M., the guests being received by Mr. and Mrs. Wm. O. Blaney, Mr. and Mrs. Lamont G. Burnham, Mr. Edward Kemble, Mr. and Mrs. Fred'k N. Cheney, Mr. and Mrs. Avery L. Rand, Mr. and Mrs. Geo. E. Mitchell.

The farewell exercises at the old Chamber took place on the morning of Thursday, January 21. At twenty minutes of ten o'clock President Lamont G. Burnham, ex-President Hersey B. Goodwin, Lucius Slade, President of the Boston Produce Exchange in 1880, Greenlief W. Simpson, President of

LAMONT G. BURNHAM.
President.

EDWARD KEMBLE,
Vice President.

AVERY L. RAND,
Secretary.

FRED K N. CHENEY.
Treasurer.

the same exchange in 1881, and Austin Belknap, President of the Produce Exchange in 1878, were escorted to the platform.

President Burnham, as soon as the music was over, addressed the hundreds of members as follows: —

Fellow-members of the Boston Chamber of Commerce,— It was anticipated that we should have present with us at these valedictory exercises our Vice-President; but the Chair regrets to announce that he is confined to his home by illness, and will not be able to be with us.

There is always a tinge of sadness in breaking up the connections with which we have long been associated, and it is only the pleasure that we anticipate in our new home that tends to soften the feelings that we should otherwise have at this time. Our sadness at leaving these rooms is relieved by the expectation of moving into much larger and better quarters.

Without taking more of your time, I will introduce to you this morning the first President of the Boston Chamber of Commerce, Mr. Hersey B. Goodwin.

MR. GOODWIN'S ADDRESS.

I regret exceedingly the illness that has prevented the regularly appointed orator of the occasion from being present to address you, and I regret it still more because the committee have seen fit to call upon me at a late hour to do what in me lies to fill the gap, and I shall have to ask your indulgence for the few hasty remarks that I shall make, as the pressure of other duties has prevented my preparing myself as fully as I should like to have done for this occasion. This is not an ordinary occasion that brings us together at this time. On the contrary, it marks an epoch in the history of our organization. After many years of wandering and several temporary abiding places, we have at last

within our reach a permanent home, our own house, which we have reared by our own efforts and with our own resources, beautiful, commodious, convenient, which we can regard with joy and pride, to which we go strong financially and strong in numbers and unity, from which we may look for a larger growth, a more firmly established position, a more extended influence, and, we hope, a still more prosperous future.

As a former president of one of the parent organizations composing this Chamber, as chairman of the committee that arranged the consolidation, and a strong advocate of the movement, and, later still, as first president of the united body, I have had this object constantly at heart; and now I feel that I can take a just pride in the thought that I have been able to contribute to the best of my ability to its successful accomplishment, achieved after many years of earnest effort and in spite of serious obstacles. But I desire to say here that, among the limited number of those who have given their time and strength and earnest thought to this enterprise, there is no one who is entitled to more credit than the Chairman of our Building Committee, who, though originally opposing the scheme of consolidation, has done more than any other man to bring about the chief end for which the consolidation was effected.

But, Mr. President, as the exercises soon to follow in our new building are likely to deal largely with the future of our body, it seems fitting that the character of these closing exercises should be in a measure retrospective. Here, among ourselves, in our old quarters, which we are so soon to leave, we can afford for a moment to take a hasty review of the past.

Of the Boston Chamber of Commerce that existed in 1803, we must go to the antiquarian to learn more than the mere names of its officers. In the Massachusetts Register of that year, we read that on the first Monday in April Joseph Russell was elected President and Samuel Parkman Vice-Presi-

dent; and that is all the information vouchsafed to us. Of the short-lived association of sixty-nine persons that was gathered in 1839 under the name of the Boston Corn Exchange, we find only two surviving, who are now numbered among our members.

Among the list of the members of the second Corn Exchange, founded in 1855, of which we are the direct successors, I find in the fourth annual report, issued in 1859 (the earliest one accessible to me), the names of only fifteen individuals or firms whose partners of that date are now members of this body. Of all the large and flourishing flour and grain firms doing business in this city when I joined the Corn Exchange in 1869, only sixteen are in active business to-day, and several of these under changed conditions.

New faces are around us here. New business methods have largely superseded those then existing,—faces of men just as enterprising, just as energetic, just as honorable, just as eager for success, business methods just as comprehensive, just as sound, just as promising; but still the change both of men and methods has been almost complete. My associates will pardon me if my remarks apply more especially to the lines of business with which I am most familiar, leaving to others better qualified the task of reviewing other branches of trade represented here.

It is a singular coincidence that our massive granite building of to-day stands on nearly, if not quite, the identical spot where in the early days of the New England grain trade schooners from the Hudson River and the Middle States lay alongside the wharves, and retailed their cargoes from their decks. There were no grain stores or elevators then. No railroads brought grain in bulk from the places of production to the seaboard; and the foundation of the future success of some of our most enterprising merchants of that day, notably Mr. Ezra Baker and others, was laid in running grain

schooners from Baltimore and Albany to Boston. It is another singular coincidence that, so far back as 1873, before the removal to State Street, a special committee of the Commercial Exchange, appointed for the purpose of securing better accommodations for that body, selected as a suitable site for a possible exchange building the very spot where we have now built.

And now, friends, we are soon to leave these familiar surroundings for our new abode. We cannot well help being fond of the old walls that have looked down upon our daily business life for more than six long years, and which are suggestive of many pleasant recollections. We carry with us a record of honorable dealing and of a slow but steady gain in strength and usefulness. We leave behind the memory of many faces endeared to us by long and constant intercourse.

How gladly would we welcome here one of the fathers of this body, one of the two surviving members of that association of 1839, the veteran of our Chamber, the weight of whose ninety-three years prevents him from joining in these closing exercises! Let us send him word that he is not forgotten. And could another familiar form appear in our midst to-day, tall, vigorous as of old, with his white hair and flowing beard, sturdy and upright in character, brusque in manner, but kindly of heart, thoroughly loyal to our organization, but possibly, from the timidity of age, lacking faith in the success of this our great enterprise now completed, I feel certain that he would march out from this hall by the side of his friend, our gallant captain, with as cheerful a step and as much pride in our achievement as any of us he has left behind.

And so with many others who fell into line with us when our same leader marshalled us here six years ago. How gladly would we see them in our ranks to-day! They laid

the foundations of our present prosperity, and they laid them solidly and well. It rests with us to complete and maintain the structure, and transmit it unimpaired to those who follow us.

Mr. Goodwin's address was frequently interrupted by applause. At its conclusion President Burnham said: —

Among the past officers of the exchanges which preceded the Boston Chamber of Commerce, we have with us to-day one whose form is a familiar one on our floor. He needs no introduction from my hands. I present to you Austin Belknap, President of the Boston Produce Exchange in 1878.

MR. BELKNAP'S ADDRESS.

Gentlemen, — My remarks, such as they are, will be made more with reference to the younger element of this association. There are men in the community who think. There are other men who listen, and catch the words of wisdom that fall from the lips of thinking men. There are men who educate themselves, and those men in turn educate others. As long back as we have any history of man there have always been leaders. Some have had a larger and some a smaller following; but, nevertheless, mankind are led. We have leaders in our towns, in our cities, in our counties, in our State governments, and in the United States government. These men are thinking men. They are men that educate the masses. Commerce is a matter of education. I remember, as long ago as I joined the Corn Exchange, that there were a good many people who were indifferent, some who were opposed to it.

Some yielded after a slight opposition, others were persistent. The men who conceived the idea of forming the Corn Exchange found it necessary to educate the people up to

their ideas of transacting business; and I remember well one of the methods they employed. They adopted a rule that they would buy no grain, flour, or other commodity in which those gentlemen dealt except upon the floor of the Exchange. There were several men outside who were receivers, but did not deal in the articles. This compelled the receiver to come in and expose his goods, and make his sales. He might travel from Charlestown Bridge to Canton Street with his samples under his arm; but he could not find a man who would make a trade with him until he came on 'Change, and you had to meet him there. This may be looked upon as compulsory education; but it was successful. It accomplished the purpose for which it was intended. In all matters relating to the affairs of men there are leaders who take a stand in advance of the masses; and those leaders have to educate the people up to their standard. We all of us remember that in the crusade against slavery we had our leaders like Sumner and Phillips, and it took them twenty-five years to educate people up to their way of thinking. The men who are the thinking men and the leading men in commerce,— where did they come from? If you trace them back, you will find that they were largely made up of boys who came from the rural districts and from outlying places in the States. They came here without friends, without money, possessing only an equipment of the homely virtues of the human character, such as honesty, industry, frugality, courage, and perseverance. Those men were thinking men. They have engaged in the pursuits which they sought, and they have gradually risen to be the leading men of the trade of Boston. No man can hope to rise to be one of the leaders unless he thinks, educates himself, and has the ability to penetrate the future, and see what is likely to be wanting to provide for the needs of the growth of the wealth, the population, and the business of the city. The young men

who desire to be leaders in the next generation must set themselves to work, think and educate others to the standard they think is the right one, and thus provide for the increase of the population, the wealth, and the commerce of the city of Boston. The men who have carried on the trade of Boston have had foresight enough (up to this point) to see what was needed and to provide for it. It devolves upon the younger men of this generation to look to it and see that they, in their turn, take the burden that is laid upon their shoulders, and carry it to success, as those who have preceded them have done. [Applause.]

MR. LUCIUS SLADE'S SPEECH.

I hardly know what to say on this occasion, While I have been sitting here and thinking this matter over, it occurred to me, while one of our speakers was alluding to the young men who came to the city from outside Boston, the first employment that I ever got in Boston was in a stall under this floor. I worked for my board; and that was the happiest day I ever had in my life when I obtained a chance to earn my living, to say nothing further. From that time to this I have never been out of employment, and never have been very short of money. When this Produce Exchange was first talked of by a few men that did not belong to any exchange, I was consulted in the matter; and I did not take a great deal of stock in it, although it appeared to me that something of the kind might be beneficial to the trade and to all engaged in the produce business. In looking about for quarters, this hall being unoccupied and in a dilapidated condition, the former occupants having moved out of it and left it in that condition, it was suggested to me whether we could not get this hall. I was then so situated that I could have a little influence in the

matter, and I believe that my name is attached to the first lease that was given for this hall from the city. The city of Boston, in looking the ground over and in its disposition to aid and encourage all they could, went to work and put this hall in good condition, laying new floors and putting in the partitions in the new rooms that we have enjoyed these many years, and letting it to us for a nominal price, knowing at the same time that the hall ought to bring more, but giving us the reduced rent in order to help this small organization. They did what they could. We all ought to be very thankful to them for what they did, and I for one am thankful to the city authorities. It is not of so much account to my line of business as it is to many others; although the facilities furnished here, the books, papers, and business before us, have helped a good deal. I do not know that I can say that I was much in favor of going away from here, being so well satisfied when I came here that we had got rooms that would last a lifetime, as it were,— plenty of room, as I supposed, and abundance to spare. But things were differently ordered, and it was urged and thought best to erect the new building. That has been accomplished; and we must now leave this building, and go to the other. As I said before, I regret to move hence as much as any man ever did; but, if we are to keep up with the times, we must give up these rooms, and go away. I trust and hope that we shall have as good a landlord where we are going as we have had while we have been here. [Applause.]

MR. GREENLIEF W. SIMPSON'S SPEECH.

Mr. President and Gentlemen and Members of the Chamber of Commerce,— I shall promise in the first place to be very brief. The few remarks I intend to make will be made in relation to our old Exchange. A gentleman met me this morn-

ing, and said, "Simpson, don't say anything about the Produce Exchange." That man perhaps knew more about it than I did. But I believe what we ought to talk about here this morning is not any Corn Exchange or any Produce Exchange or any Fruit Exchange, but about one Chamber of Commerce. [Applause.] I congratulate the members of this Chamber, the city of Boston, and the merchants of our city on having for the first time in the history of Boston a proper place in which to conduct our business as an exchange. This little hammer which I hold in my hand, compared with the gavel which we are to have in the new building, may be used as an illustration of the accommodations here as compared with those which we are going to have in our new Chamber. Our membership consists almost wholly of Americans. We have energy, capital, and intelligence; and our Exchange will be just what we choose to make it. Instead of saying, "How can we afford the time to go on 'Change to-day?" we should say, "How can we afford not to go on 'Change to-day?" [Applause.] But we should try to do on 'Change something more than our business. We should think about the broadening of our streets, the increase of our lights, and the improvement of city matters generally. Boston as a seaport has had no superior, and she is just what we make her. We can secure for Boston first-class steamers and enjoy limited trains to and from Chicago instead of only to New York as now. A man now starts from Chicago, takes a limited train, gets side-tracked at Albany, and after a lunch at Springfield comes in to Boston on a slow train. All this can be changed if we will only take hold, and say, "Let us make Boston what we can make of her,—a success; and let us make such a success of our Chamber of Commerce that no man can afford to stay out of it."

The Chamber of Commerce Quartette then started "Auld Lang Syne," and all present joined in, to the music of the Germania Band. Captain James M. Upton was thereupon introduced, wearing his decorations as chief marshal.

CAPTAIN UPTON'S SPEECH.

Gentlemen of the Chamber of Commerce,— It is an easy thing to order, but sometimes it is difficult to execute well for the want of time. The President and your Executive Committee have delegated eleven marshals to perform a duty. I am always desirous of being in time, but it is not my fault if we are not on the scratch to-day. [Laughter.] Now, gentlemen, I have a short story to tell you. I wish you to form in a column of two abreast, head resting on the right of the door, and swinging down in the corridor, if need be. After that we will make some other formation. I can see no reason why we should not make a good appearance. The naval battalion is an honor to Boston: why should not the commercial battalion be an honor to Boston? [Applause.] I have it much at heart that we should make a good appearance to-day; and there should not be any difficulty in that, as the route is very short. Let the drums strike up, and let the gentlemen fall in quickly.

After the members, headed by Chief Marshal James M. Upton, together with President Burnham and William O. Blaney, Chairman of Building Committee, had formed and passed out into the hall of the old Chamber, it countermarched back into the Chamber, and the whole body, under the leadership of Captain Upton, gave three ringing cheers to the old building. Then slowly, led by the Germania Band, the members took up the line of march to the new building. As the line passed through South Market Street, Merchants' Row, State, Kilby, Central, and India Streets, the sidewalks were lined with people, and the marketmen of the district were out in full numbers to view the line of over two hundred and seventy members formed in fours. On reaching the new building, the members filed up into the new Chamber.

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EDWIN R. DE LONG.

EDWARD B. HOSMER.

It was eleven o'clock before the procession arrived at the new building; but some time before that a goodly number of prominent business men had gathered in the beautiful hall. This room is exceptionally tasteful in its architectural arrangement, and was filled completely with the members of the Chamber and their guests. The canopy over the presiding officer's desk was decorated with red, white, and blue streamers and the stars and stripes, the former festooned gracefully in front. Potted plants were placed at a dozen points around the circular room. On the platform sat President Burnham, H. M. Whitney, ex-Secretary of State, Thomas F. Bayard, Rev. A. P. Peabody, Rev. S. F. Smith, and others.

While the company was filing in and filling the hundreds of seats, the Germania Orchestra furnished acceptable music. When quarter past eleven came, President Burnham arose, and addressed the assemblage as follows:

Fellow-members of the Chamber of Commerce and Invited Guests,— It was a custom with our forefathers, on entering into any new or great undertaking, to invoke the divine blessing; and we, their descendants, in dedicating this new building, desire to continue that custom. I will ask your attention to Rev. Dr. Andrew P. Peabody, who will lead us in prayer.

REV. DR. PEABODY'S PRAYER.

God of all power and might, Thou who art the author and giver of every good and perfect gift, we thank Thee for the powers with which Thou hast endowed us, and may they be hallowed to Thy service. We thank Thee for the commerce which throws its zone over the whole world, and is bringing those far off into mutual relations of helpfulness and benefit. Thou biddest us say to the North, "Give," and to the South, "Keep not back." Thou enrichest us with Thy treasures from every clime and every quarter of the globe. Thou enablest us to fulfil our mutual duties to those afar off as well as to those who are near. God grant that we now may consecrate ourselves to Thy service as we hallow by prayer this edifice, sacred, as we trust, to the true and the right and the

noble in the transactions of man with man, and thus hallowed to the service of our God and Father. May those who have reared this building and those who shall transact their worldly concerns and attend to their worldly interests here feel first of all their obligation to Thee as the author of every law of truth and right, — to the everlasting right as that on which Thy throne is built, as that on which alone the prosperity of a community and a nation rests. May they feel that the honor of their city and their country is in a very large degree committed to their trust, — a trust for which Thou wilt hold them to strict account. May they so transact the affairs of this world that by the riches that perish they may win for themselves the enduring riches of everlasting righteousness and of its reward in heaven. May they so live here in love and kindness, in charity and good will, that the record of their work on earth shall be in heaven and in Thy book of eternal remembrance. Command Thy continued blessing on this city in all its interests; and more and more may those who dwell here be Thy servants, building up Thy kingdom in every form and way in which they can labor for the well-being of their fellow-men. Bless our country. Save us from the curse of war, and may more and more the counsels that make for peace and universal good will and fellowship among the nations prevail in our halls of legislation and in the minds and hearts of our people. Above all, may that gospel which is the charter of right, of peace, and of universal happiness, have free course, and be glorified, that more and more those to whom the interests of communities and nations are committed may feel themselves to be Thy servants, and may so render their account to Thee that its record shall be blessed and eternally happy for them, and blessed and happy for all whom they may in any way influence or benefit. Our Father in heaven, may Thy blessing be upon us now. Guide us ever with Thy counsel. Lead us in

Thine own ways of truth and righteousness, and help us so to live here on earth that we may be united in Thy heavenly presence and in Thine eternal kingdom, through Thy rich grace as revealed and manifested in Jesus Christ, our Saviour. Amen.

Music by the orchestra followed the prayer. Then William O. Blaney, Chairman of the Building Committee, delivered the keys of the building to President Burnham.

MR. BLANEY'S ADDRESS.

Mr. President,— The work assigned to the Building Committee is so far completed that it now becomes our duty to render an account of our stewardship, and to turn over to you, as the representative of the Chamber of Commerce, this edifice, in order that it may, with appropriate ceremonies, be dedicated as the home of our association.

When the Chamber of Commerce was formed, one of the articles of agreement between the Commercial and Produce Exchanges was that measures should immediately be taken to secure better and more suitable quarters, and among the first committees appointed after the consolidation was one to select a site upon which a building could be erected. Many meetings were held, and several estates bonded; but owing to a lack of interest among our members, and a hesitation on their part to embark in so great an undertaking, the committee became discouraged, and finally asked to be discharged.

Nothing further was done until the 10th of January, 1889, when two committees were appointed, both of which spent much time and labor, and recommended several locations. The rivalry between these committees seemed to arouse our members, and stimulate them to action; and when it was learned that, through the generosity of one of our associates, the land upon which this building stands had been presented

as a gift to the Chamber, there was no longer any hesitation; it was unanimously voted to erect a building.

The honor of carrying out this project was assigned to the gentlemen for whom it is my privilege to speak. How far we have performed our duty, and how wisely, it is for others to judge. We have tried to do what was for the best interests of our association; and it is with much satisfaction we can say that the prediction made at the laying of the corner-stone has been fulfilled, and that we to-day turn over, as the result of our labor, property which is already leased at rentals sufficient to pay the interest upon the debt, taxes and expenses, to afford the Chamber commodious quarters free, and also to yield an income of $10,000.

It might be of interest to those present were I to tell of the many meetings held, and relate the story of the great work which was intrusted to our care; but I feel that this noble structure towering far above us and these graceful arches supporting the vast dome, from which is to-day unfurled our nation's banner, tell the story far more eloquently than any words that I can utter.

I cannot, however, allow this opportunity to pass without alluding to the services of our former President while a member of our committee: to the Hon. Alden Speare belongs, to a large extent, the credit of carrying through successfully this enterprise, and to him this association owes a lasting debt of gratitude.

I wish also to refer to the valuable assistance we have received from our architects, Shepley, Rutan & Coolidge, and to the thorough manner in which the work has been performed by the contractors, Norcross Brothers. Architecturally this building stands pre-eminent among the many substantial structures in which our city abounds, and shows in its grace and beauty of design the thought of master-minds, worthy successors to the lamented Richardson. Of the

builders it is only necessary to say,— behold their work; examine it carefully; test it by the plummet and the level; and we feel sure your verdict will be that your committee made no mistake in awarding the contract.

As the work has progressed, day by day, with clock-like precision, every stone fitting the niche where it was intended to be placed, so quietly has it been carried on, under the direction of that able master-builder, Mr. J. N. Durkee, we have often been reminded of the temple of old, "which was built of stone made ready before it was brought thither, so that there was neither hammer, nor axe, nor any tool of iron, heard in the house while it was building." We were not, however, obliged to call upon any foreign potentates for our timber and our stone; in the workshops of our builders were fashioned the timbers of oak, and from the solid hills of our grand old commonwealth was quarried the stone from which is builded this temple of trade, that shall stand as a monument to the enterprise of the merchants of Boston.

And now, Mr. President, on behalf of the Building Committee, I surrender these keys and the possession of these halls of trade. Guard well the trust; its responsibilities are great; its rewards sure. Let all who come within these walls be governed by a desire to uphold the good name of our Chamber, and may the conduct of each and all be such as shall in the future make the term, "Boston merchant," what it has always been in the past, the synonym of integrity, of honesty, of fair dealing.

Mr. Blaney's address was interrupted by applause several times. Then President Burnham received the keys in the following speech: —

Mr. Blaney and Members of the Committee on Building,— I am authorized in the name of the Boston Chamber of Commerce to receive this building which we now dedicate. It is with

interest, feelings of satisfaction and pride, that we enter into this beautiful edifice that is to be our future business home.

We, your fellow-members, recognize the arduous and unremitting care and attention you have given this work from its commencement. We know that it has made heavy drafts on your time, that you have been anxious and perplexed, that yours has been a labor of love for this Exchange, which is appreciated by your fellow-members; and, in their behalf, I heartily thank you for your efforts.

Gentlemen, I congratulate you on the successful termination of your arduous duties. I congratulate you that you can now look with satisfaction on your completed work. I congratulate the Exchange that it has been able to erect this magnificent home, and that it has among its members men who are willing to perform such noble and devoted services as you have rendered. I accept this building from your hands with the hope that the energy and fidelity you have shown may stimulate us all in our devotion to this Exchange. May this, our new home, ample in its adaptation, grand in its architecture, be a monument to its builders and a pride to all our citizens.

A musical selection followed.

PRESIDENT BURNHAM'S OFFICIAL ADDRESS.

Gentlemen of the Chamber of Commerce and Invited Guests, —The event you have just witnessed marks an important era in the history of this Chamber.

The plans that were contemplated at the time the corner-stone of this building was laid, on the 29th of September, 1890, have been carried out; and to-day there stands on that spot a building of magnificent proportions, alike a pride to our members and to all citizens of the grand old Commonwealth of Massachusetts.

I feel, gentlemen, that our invited guests from sister exchanges in other cities will pardon us on this occasion if we indulge a little in that well-known "Yankee characteristic" of boasting. Our desire is that they shall not forget that they are in the vicinity of Bunker Hill and "The Cradle of Liberty," where, on public occasions, the American eagle is accustomed to scream.

Our personal history dates back only a few years to the 17th of September, 1885, when by mutual agreement the Boston Commercial Exchange and the Boston Produce Exchange united to form the present Boston Chamber of Commerce.

The objects were broad, and commend themselves to every merchant of our city. They are: —

To provide a suitable room or rooms for a commercial exchange in the city of Boston.

To promote just and equitable principles of trade.

To establish and maintain uniformity in commercial usages.

To correct any abuses that may exist.

To acquire, preserve, and disseminate valuable business information.

To adjust controversies and misunderstandings between its members, and generally to advance the interests of trade and commerce in the city of Boston.

It was agreed at that time that the quarters of the Produce Exchange should be occupied by the Chamber of Commerce until better and more commodious accommodations could be obtained. The subject of securing better quarters was continuously before the members, at times with prospects of success, only to be overshadowed with difficulty and obstacles that seemed insurmountable. At last a brighter day dawned, when one of our members presented to this corporation, free of all encumbrance, the land on which this building stands.

Numerous meetings were held, a Building Committee appointed, plans proposed and approved; and on the 29th of September, 1890, the corner-stone was laid with appropriate ceremonies.

On that occasion Hon. Alden Speare, President of the Chamber, in alluding to the location, said: "It is no ordinary pleasure and honor to comply with the request to lay the corner-stone of the Boston Chamber of Commerce, to lay it on this spot for centuries washed by the waters of the Atlantic, later the resting-place of ships that carried our commerce to and from all parts of the world, still later covered with warehouses for various purposes of trade, and on it now, in process of erection, a building to be dedicated on its completion to the use of our membership, and all those that shall come to transact business with us from other parts of this and all other countries.

"It is in close proximity to the custom-house and the largest and finest mercantile block in our city, also the important lines of transportation that ply between this and other domestic ports, to the post-office, and nearly central to all railroads, and within two minutes' walk of State Street, the financial centre of New England."

To-day on that spot stands completed the building we are now dedicating. It is not alone a heritage to our members, but to every merchant citizen of Boston who has at heart the prosperity of this city. The generations that have preceded us made Boston great in finance, manufactures, railroads, and shipping. Boston capitalists have furnished the means to build factories and mills, where skilled operatives change raw material to the highest grade of manufactured goods. They have banded the country with railroads, over which can be carried the enormous crops of grain and live stock of the rapidly developing West.

But, gentlemen, the record of boasting and triumph must

stop here. Unwise restrictions and regulations in our navigation laws have made the ocean commerce of the United States a matter of history of a past generation. The vast products of this country are brought to the seaboard only to be transferred to foreign vessels, commanded by foreign officers, manned by foreign sailors, to be sold in foreign countries by foreign merchants, who reap the benefits of trade with actual consumers.

I believe the time is near at hand when we shall have a change in these conditions. Already the country has awakened to the necessity of protecting our extended seacoast with an adequate navy. We have looked with pride on the powerful modern cruising and fighting ships that have visited our harbor, but the feeling of security and pride is all. They are costly to build, costly to maintain, and incapable of earning any part of their support in times of peace.

The energy of this and all sister organizations throughout the country should be directed towards the re-establishment of the merchant marine. The highways of the sea that reach the markets of the world are common property; and, if we would secure our share in the benefits of trade, we should adapt our wares and merchandise to the customs and wants of the people, establish and maintain mercantile houses in foreign countries in the interest of American manufactures and merchants, and export the products of the country in vessels flying the American flag.

Boston is essentially a seaport city, and must rely for her future growth on the advantages which her magnificent harbor gives her.

There is an abundance of material and ability in this country to construct the highest class of ships that sail the ocean. There is needed only proper changes in the navigation laws, energy expended in the right direction, to accomplish these desired results. It is my earnest hope that this

Chamber of Commerce may be instrumental, by uniting mercantile interests, in placing this city in the foremost rank of the commercial cities of the country, and that the house flag of Boston merchants, together with the stars and stripes, may again be familiar objects in foreign seaports.

And now, gentlemen of the Chamber of Commerce, we take possession of this our new home, proud of its past achievements, rejoicing in its present prosperity, and confident of the future. May the hand of time be tenderly laid on it! May it be spared from fire and violence! May it remain a joy and a blessing to the generations whose busy feet will pass in and out of its portals long after we who are here to-day shall have been called to the rest that knows no waking!

Gentlemen, a member of this Chamber, to whose generosity you are indebted for the ground on which this building stands, at the request of your committee, has consented to act as the orator of this occasion; and I am sure you will all agree with me that no more fitting selection could be made. Personally modest and unassuming, his energy and far-sighted business judgment are seen in our prosperous steamship lines, the broadened and improved avenues to the suburbs of the city, whose borders are rapidly being covered by beautiful residences, and in the handling, with modern methods, the wonderful increasing volume of street travel.

I have the pleasure to present to you Mr. Henry M. Whitney.

The audience applauded vigorously every suggestion of patriotic loyalty to America's interest, and it applauded afresh when Mr. Whitney arose to deliver the oration of the day. It was as follows: —

ORATION OF H. M. WHITNEY.

Mr. President, Members of the Chamber of Commerce, and your Guests, — I cannot forbear to express my gratitude that it has been given me to voice your sentiments at this time.

HELIOTYPE PRINTING CO.

BOARD OF DIRECTORS—1891-2.

CHAS. H. WADE.

JAS. M. W. HALL.

It was not, I believe, by chance nor without significance that the beginning of the movement for giving this association a home of its own was coincident with a revival of interest in and aggressive discussion of trade questions. Indeed, this movement was the expression of the more liberal ideas of trade then beginning to prevail throughout the land, as the pulses of nature are stirred and awakened by the breath of returning spring; and as, day by day, by the slow piling of one stone upon another with toil and patience, this building has attained its lofty and beautiful proportions, so in the mean time has public sentiment in favor of enlarging our trade areas been growing and spreading, and evincing an ever-increasing vitality and power.

I congratulate you that your efforts have been crowned by so great a measure of success. I congratulate you that we are met here to dedicate this new temple of trade at this opportune moment.

All undertakings of this kind require courage and persistent patience at the start; and, could you trace back to its beginnings this enterprise, you would find them in the faith and hope, the unwavering belief and loyalty of a few men. From the beginning to the end it has cost much patient labor and anxious thought, freely given, though mainly unknown and unnoticed. Though I know not who these men were, all of them, who were leaders in the work, and who have borne the heat and burden of the day, I do know that to no man more than to Mr. Alden Speare, the late President of this association, is this achievement due. Still, it could not have been done without the hearty co-operation and support of all. In unity was the needed strength.

Having reared this visible sign of the vitality and strength of this association, it becomes us to ask, What are the duties and responsibilities devolving upon it? What are now the objects of this association? I find them set forth succinctly

and clearly in Article 1 of the By-laws, as follows: "To provide and regulate a suitable room or rooms for a commercial exchange in the city of Boston, to promote just and equitable principles of trade, to establish and maintain uniformity in commercial usages, to correct any abuses which may exist, to acquire, preserve, and disseminate valuable business information, to adjust controversies and misunderstandings between its members, and generally to advance the interests of trade and commerce in the city of Boston."

That this association has accomplished the objects set forth in the clause just quoted, namely, "to provide a suitable room or rooms for a commercial exchange in the city of Boston," this building, with its ample provisions for all purposes of an exchange, is a monumental answer. From what we here this day behold, we know that harmony exists among its members, that among them just and equitable principles of trade must prevail, that amicable adjustment of minor controversies and misunderstandings has been made, and that each one's peculiar interest has been prosecuted in a manner to advance the general interests of trade and commerce in Boston.

And now that Commerce has her temple, it behooves us to ask, What are the purposes and plans of the priests of trade? Is not this the day when efforts in aid of desirable improvements not yet accomplished may be renewed, and with greater hope of success than ever before?

Looking back to the origin of this association, under the name of the Corn Exchange in 1855, what vast changes have taken place in the trade and commerce of Boston and the world! In that year American commerce was in the zenith of its glory, American merchants were engaged in trade with every port in the known world, American ships were found upon every sea, and from the bays and inlets all along the coast the busy hum of the ship-building industry was heard. Now

how changed! Silent are the busy ship-yards. Gone are the merchants, gone the ships, and gone, too, the hardy seamen, who in peaceful times carried the stars and stripes to every quarter of the globe, and in times of dire distress and war stood as a bulwark of defence against internal and external foes. The war was not the cause of the decline in American commerce. It undoubtedly hastened it; but, even before the war, the axe had been laid at the root of the tree. It was the introduction of iron for use in building ships and the change in the English navigation laws about 1850 which made England, almost at a bound, the undisputed mistress of the seas. The original cost of iron ships was greater here than elsewhere in 1855, and has been so ever since. Repairs and supplies and taxes of various kinds have also been higher than elsewhere. The natural and inevitable consequences have followed; for we find American ships forced from the seas and American enterprise restricted to other fields.

And so it will be until the skeleton hands that have bound and well-nigh strangled our foreign commerce shall be torn away, and we are allowed to compete on equal terms.

Then the people of this country will realize that the building up of a merchant marine is of national importance, even though this be accomplished by bounties on ships built at home or by permission to purchase abroad. And such changes in our laws will then be made as will place us in all respects on a footing of equality with our foreign competitors.

A well-equipped merchant marine means not only commerce, but patriotism. Indeed, Mr. President, if this well-equipped merchant marine were now a fact, instead of a hoped for possibility, the menace of a war with a second-rate South American power would ere this have been dissipated, like the dew before the morning sun; or, failing this, this merchant marine would be the strong right arm of the government in the impending crisis.

On this question of the establishment of a powerful merchant marine, this Chamber of Commerce, situated as it is upon the very Acropolis of American commercial enterprise, should have a clear and well-defined policy.

There is, too, another question of national importance upon which this Chamber has repeatedly expressed itself; but hitherto, alas! to unresponsive ears. I refer to reciprocal trade with the Dominion of Canada. Reciprocal trade in its fullest sense,— nay, more, free trade,— through a commercial union with Canada, if that be possible, is the one thing most needed to further the commercial interests of Boston, and to give us the scope for our energies and intelligence that we need.

Canada has a larger area than the whole of the United States. She has abundant natural resources to supplement our own industries; and the natural outlet to the sea for a large section of this country, during many months of the year, is through the waters of our own Massachusetts Bay. If, as has been suggested, it were possible to so assimilate the tariffs of the two countries as to bring about a commercial union, nothing could be better for the whole people of both countries.

Let the question of annexation take care of itself. If it be written in the book of fate that this whole boundless continent shall one day be under one government, it will come in its own good time. The peaceful pursuits of commerce will not retard it. Rather will the influences that are born and nurtured through the freedom of trade relations promote it. The mystic cords of mutual interests would grow stronger and stronger, drawing us at last into one family and one fold. As the free trade between the States formed from the Louisiana purchase and the Mexican acquisition and the original thirteen States has been of common benefit to all, so likewise would be the blessing of a freer trade with our Canadian neighbors.

Canada is smaller in proportion, her numbers less than the immigration into the United States within the past ten years. The numbers in any given industry are too small to be of menace to any like industry here; but she has immense natural resources and railways, which would materially contribute to our wealth and prosperity if restrictions were removed. Some day it will come. It was ordained long ere the foot of the white man trod the soil of either country. It is in accord with natural laws, and what God has joined man cannot forever keep asunder.

But, coming even nearer home, in the extension of our terminal facilities we have still another means of promoting the trade and commerce of Boston. We have a fine harbor, and, I presume, abundant land suitable for the purpose; and I believe that, with the co-operation of the railways, a system of terminal facilities might be devised which would so far cheapen the cost of handling goods at this port as to go far towards offsetting the differential in freight from the great West, so bitterly complained of here. The remedy seems to me to be in a very large extent in our own hands. No other city that I know of has terminal facilities which could be so well and cheaply arranged for the handling of all sorts of commodities as might be made here. New centres of trade are being established year by year in territory connected with us by numerous lines of railroads. It would require no great additional inducement to turn this trade in our direction. The tendency of trade is to bring the producer and the consumer nearer together, avoiding the middlemen and the warehousemen at the several ports. Whole cargoes of goods are brought from the West, and loaded directly into ships. In this trade terminal facilities are an important factor; and, if the port of Boston can furnish them cheaper, all things considered, than other ports, she will in the end receive her reward.

It is not an entirely new question. Years ago it was undertaken by able and public-spirited men, but it unfortunately failed of success. Nothing better could be done, in my judgment, than that this question of terminal facilities be made a prominent topic of discussion in this Chamber, and some active measures taken to accomplish the desired result.

Upon these matters to which I have referred this Chamber of Commerce may, if it will but choose to do so, exercise an important influence. It should do work worthy its new position and high calling, prompting thereby trade and commerce in our beloved city of Boston.

And to this purpose we this day dedicate this beautiful temple. Here let the spirit of commerce enter and abide. And to those here now and to those who shall hereafter come here let these names echo the names of honorable merchants, and keep alive in their sons the prowess of the fathers. And to him who comes here, either as sojourner or as stranger, let it be said that Boston's Chamber of Commerce houses no jealousies, no meanness, no evil spirit of selfishness or unjust discrimination, but that it was built to the honor of fair trade, to the glory of commerce, and for the welfare and prosperity of all men who live by the activities that find their home in this your temple.

Mr. Henry O'Meara of the Boston *Journal* read the following ode to commerce, written for the occasion: —

MR. O'MEARA'S ODE.

Offspring of Peace and Progress, in whose name
  Our city by the tributary sea
Once fanned her merchant patriots into flame,
We rear her traffic's temple to proclaim
  The spirit of her fealty to thee.

Come, broad-souled Commerce, hear her proud "All hail!"
  Treasures of ocean and of soil unsealing,
Come on thy pinions swift of steam and sail,
Yet evermore by highway, river, rail,
  With golden trade bear wealth of golden feeling!

Bear, with the weavings of our toil and skill,
  A tie to bind us in fraternal band,
With offerings of the farm, the mine, the mill,
A reciprocity of men's good will,
  To hold earth's sundered peoples hand in hand;

With genius of thy enterprise impart
  To States whose claims touch every growth and clime
The impulse that would blend each throbbing mart
In pulsing Commerce of a Union's heart,
  Unrent by section and untorn by time.

Should racial feuds or factions bode decay,
  Let thy conserving intercourse appear,—
Where that ordained by Nature's need holds sway,
Wars hide their heads, while discords die away,—
  That power is Peace and Culture's pioneer.

From realm to realm, O binding commerce, range
  Full as thy hope-wrought banner flies unfurled,
Enfold each race that rending hates estrange,
Link hearts as lands in thy far interchange,
  To knit the nations and to unify the world!

Secretary Avery L. Rand then said: —

Not all the friends whom we had invited to be present and take part with us in celebrating this glad day were able to respond in person, but their absence is by no means indicative that they did not rejoice with us in spirit. Rather have they regretted their inability to attend; and from all parts of our great and common country have come sympathetic responses to our invitation, with words of fraternal greeting and cheer. These will find an answering chord in our hearts; and

I know it will give you pleasure to listen to them, as it gives me honor to read them: —

[LETTER.]

NATIONAL BOARD OF TRADE,
PHILADELPHIA, Jan. 16, 1892.

Hon. GEO. E. MITCHELL, Chairman:

Dear Sir,— I sincerely regret my inability to attend the interesting ceremonies which are to be held by the Boston Chamber of Commerce on the 20th and 21st inst., for which I have received your cordial invitation.

I appreciate very highly the compliment thus paid to me, and I tender my best wishes for its prosperity, and trust that its labors may tend to increase the trade and commerce of the great and influential city of Boston.

Respectfully yours,

FRED'K FRALEY,
President.

[TELEGRAM.]

MERCHANTS' EXCHANGE, ST. LOUIS, Jan. 19, 1892.

AVERY L. RAND, Secretary:

We very much regret that the severe storm now prevailing will prevent us from being represented at your opening ceremonies to-morrow. Please accept the congratulations of the Merchants' Exchange of St. Louis on the completion of your new home, and best wishes for your continued prosperity.

GEORGE H. MORGAN,
Secretary.

[TELEGRAM.]

PEORIA BOARD OF TRADE,
PEORIA, ILL., Jan. 19, 1892.

GEO. E. MITCHELL, Esq., Chairman:

The Peoria Board of Trade acknowledges your kind invitation to be represented at the opening ceremonies of your new Chamber of Commerce building. We expected to have two gentlemen of our number with you, but circumstances prevent. We extend our hearty congratulations and best wishes.

R. C. GRIER,
Secretary.

[TELEGRAM.]

NEW ORLEANS COTTON EXCHANGE,
NEW ORLEANS, LA., Jan 20, 1892.

GEO. E. MITCHELL, Esq., Chairman Committee on Invitations:

The New Orleans Cotton Exchange sends greetings and congratulations, with earnest wishes for the continued prosperity of your Chamber, a new era of which dates from to-day.

WALTER C. FLOWER,
President.

[TELEGRAM.]

CHAMBER OF COMMERCE,
LOS ANGELES, CAL., Jan. 19, 1892.

Mr. GEO. E. MITCHELL, Chairman Committee on Invitations:

The Chamber of Commerce of Los Angeles extends its compliments to the Boston Chamber of Commerce on this occasion.

C. M. WELLS, *President.*
C. D. WILLARD, *Secretary.*

[LETTER.]

BOARD OF TRADE, TORONTO, Jan. 18, 1892.

GEO. E. MITCHELL, Esq., Chairman Committee on Invitations:

Dear Sir,— On behalf of this corporation, I beg to acknowledge receipt of your invitation to appoint delegates to be present at the opening ceremonies in connection with your new building.

Unfortunately, our annual elections are fixed for that date; and, as the contest for office here is likely to be close, it will be impossible for the gentlemen appointed to get away.

I voice the corporation, indeed, when I tender the members of your Chamber through you the congratulations of the members of this Board on your having at last erected a home, and one that is in every way worthy of the world-wide fame of the business men of the dear old city of Boston.

Yours truly,
EDGAR A. WILLS, *Secretary.*

[LETTER.]

BOARD OF TRADE, LOUISVILLE, KY.,
NEW YORK, Jan. 20, 1892.

AVERY L. RAND, Esq., Secretary Boston Chamber of Commerce:

Dear Sir,— It was our purpose to attend the celebration of the opening of the new Boston Chamber of Commerce, and had been delegated by the

Board of Trade of Louisville, Ky., to represent them on that memorable occasion.

It is our misfortune to be unable to attend; but we desire to express in the strongest form our belief, as well as our hope, that this occasion is the beginning of an era of even still greater prosperity to the wonderful city of Boston.

We recognize the value of your record in the past, we appreciate your beneficent power in the present, and we can from this time more confidently rely upon your wise and conservative views of trade, of finance, and of government, which have heretofore guided us, and which now excite our enthusiasm and compel our obedience.

Thanking you for the invitations which we cannot have the happiness to accept, we are ever

Your most obedient servants,

ST. JOHN BOYLE.
E. T. HALSEY.

[TELEGRAM.]

DAYTON, OHIO, Jan. 19, 1892.

Hon. GEO. E. MITCHELL, Chairman Committee on Invitations:

Dayton extends to Boston compliments and hearty congratulations on her new Chamber of Commerce. Hope our relations may always continue as pleasant and satisfactory as in the past. Remember me in your festivities.

H. F. SCHAEFFER.

[LETTER.]

CHAMBER OF COMMERCE,
PITTSBURG, PA., Jan. 18, 1892.

Hon. GEO. E. MITCHELL, Chairman Committee on Invitations:

Dear Sir,— Accept on behalf of our Chamber of Commerce and myself personally thanks for the invitation to be present at the ceremonies connected with the opening of your new building.

I had promised myself the pleasure of being with you on this delightful occasion; but owing to a previous engagement, from which, notwithstanding my efforts, it was impossible to obtain release, I shall be prevented from attending.

I must therefore tender my sincere regrets, together with the best wishes of the Chamber of Commerce of Pittsburg, for the continued prosperity of your influential organization in their new quarters.

Yours truly,

GEORGE A. KELLY,
President.

[LETTER.]

MONTREAL, CANADA, Jan. 18, 1892.

GEO. E. MITCHELL, Esq., Chairman Committee on Invitations:

Dear Sir,— The date of your celebration comes so very near to that of the Annual Meeting of this Association, that it is impossible for any of its office-bearers to avail themselves of the opportunity to evidence by their attendance on the occasion the very cordial feeling entertained by this Association toward your Chamber. I am, dear sir,

Yours truly,

G. A. IRWIN,
Asst. Secretary.

[TELEGRAM.]

GEO. E. MITCHELL, Chamber of Commerce, Boston:

Owing to the sudden death here of a near relative, whose funeral I must attend, I shall be unable to be present at the Dedicatory Exercises of your Chamber. San Francisco sends greetings.

JOHN T. CUTTING.

President Burnham, in introducing the delegates from sister exchanges, said: —

Gentlemen, — You will observe, from the records that have been read by our Secretary, that the large area of this country has been fully represented. We have not received all regrets. There have been accepted a still greater number of invitations from sister exchanges in all parts of this country. The number of delegates accepting these invitations are so many that it will be impossible for the Chair on this occasion to ask them all, as I know they would desire, to say a few words to us. It will therefore be necessary for me to ask a delegate to speak from each of the sections represented. Unfortunately, although every effort has been made by our committee to have all the delegates from sister exchanges on this platform, they have been unable to find them; and I now ask any delegates that may be in the audience if they will kindly go through the door and come round to the plat-

form, on reaching which they will be furnished with seats here. I did not think I should announce this so late in the meeting, but, owing to the large number present, I found it impossible to mention the matter earlier. It was my intention to begin with the exchanges most remote from us, in the land of the setting sun on the Pacific Coast, and I wanted to call on the Hon. John T. Cutting, member of Congress and representative of the San Francisco Exchange of Commerce; but, as he is not present, I will pass to another quarter. Coming farther East, I will ask one of the most rising and prosperous cities of the North-west, which has sent a delegate to us, to allow you to hear from it first. I will ask Mr. F. L. Greenleaf, delegate from the Chamber of Commerce of Minneapolis, to speak to you. [Applause.]

MR. F. L. GREENLEAF'S SPEECH.

Gentlemen of the Chamber of Commerce,— I am very glad to be able to be present to-day, and I tender to you on behalf of the Chamber of Commerce of Minneapolis our sincere congratulations and best wishes. This seems to us a reversal of the usual order of things. We are accustomed to have you come West and help to dedicate our buildings, and we began to feel that we had a monopoly in that direction, and that you were going to let us do all the building; but I am pleased to see that Boston has thrown off its old fogy notions, and built this magnificent structure. [Great laughter and applause.] Gentlemen, don't take offence at my referring to old fogy notions. [More laughter.] I claim the right to criticise. I am a Boston boy [cries of "Good!" and applause]; and no one is prouder of and no one rejoices more in her progress and advancement than I do myself. Although years have passed since I left the city and though I am loyal to Minneapolis, still I never shall outgrow my fond-

ness and attachment to glorious old Boston. [Applause.] I presume most of you are tired of hearing about the growth and prosperity of Minneapolis; but, gentlemen, the growth of Minneapolis should reflect great credit upon New England. Minneapolis was originally settled principally by the people of New England, and it is the integrity, the determination to surmount all obstacles that are inborn in the people of New England, that have built up our city. [Applause.] We realize fully the immense benefit we have derived from the financial assistance you have always been ready to give us. It is your millions that have enabled us to accomplish so much in such a short space of time, and the confidence which you have shown in men who for a long time you never have seen is a practical example of that man's faith in man without which this country never would have been developed. Gentlemen, next June we are to be honored with the National Republican Convention; and we want you to come out and see the next President of the United States nominated. [Great applause, followed by cheers.] Or, if you prefer a Democratic Convention, we are going to have that at St. Paul [great laughter]; and, if you go there, we shall hope to see you in Minneapolis, although they will try hard to keep you in St. Paul. [More laughter.] Gentlemen, I thank you for your cordial reception; and I desire to assure you that Minneapolis sincerely hopes that success and unbounded prosperity will always be to the Chamber of Commerce of Boston. [Cries of "Good!" and applause.]

President Burnham, in introducing the next speaker, said: —

Coming farther East, we reach a city which is noted for its wonderfully tall buildings, and for the immense energy and activity which its people devote to trade. We are attempting so far as in our power to follow them in the matter of

high buildings, but we have a representative here of a city which up to the present time has beat the world in this direction. I shall ask Mr. George F. Stone, representing the Board of Trade of the city of Chicago, to say a few words to you.

Mr. George F. Stone was received with three cheers "for our old Secretary."

MR. GEORGE F. STONE'S ADDRESS.

Mr. President, Ladies and Gentlemen,— A Chicago citizen even might be overcome and embarrassed [laughter] by such a demonstration as this; but, fortunately for myself, fortunately for my own equanimity, I have the honor and the privilege of being also a citizen of this grand old city of Boston. [Applause.] I wish that I had words to adequately express my gratification in being here at this moment, in mingling among those with whom I have had the honor of an earlier acquaintance, and of meeting those face to face with whom I have had in years past official relations here in this city and in connection with the old Corn Exchange. I am glad to be here in this ancient city of letters, whose mercantile renown extends to every port and to every mart of trade throughout the civilized world. I am glad here at this moment and in this presence to have a humble participation in the dedicatory exercises of this hour. I am glad, when I think of the splendid mercantile history of this old town, to recall here the names of those early merchants in your early history who have given you such a world-wide celebrity, the names of Gray, Robert G. Shaw, Perkins, the Lawrences, Amos and Abbott, James M. Beebe, Gardner Brewer, Daniel Denny, Joshua Sears, Hardy, Horatio Harris, and a host of others whose names will recur to you with much greater readiness than they come up before my mind. This old

Commonwealth I am glad to be in once more. I think when I stand here that I like the fervent declaration of Anson Burlinghame, as I heard him once in Faneuil Hall years ago. He said, "Massachusetts, wet with the salt sea spray and the mountain dew, is the dearest and most beloved State." To one who has been brought up on her seacoast, and has spent his vacations among the hills of New England, a definition and a declaration like that warms the heart of a Massachusetts boy. [Applause.] I tell you, Mr. President and gentlemen, the sons of New England are found throughout the West; and, if we look for those who are carrying on her great activities and who are participating in the marvellous development of that wonderful country, you will come across now and then a Massachusetts son, and, where you find him, you will find him loyal to the principles which he drank in here in this old State, in this old Bay State. You will find him loyal to the teachings of the fathers here; and you will find him not only through all parts of that great Western world, but along the lakes' mighty chain and all over the continent. So the influences of this State, with all its grand educational advantages and all the influences of its glorious ancestry, are disseminated from one end of this country to the other, developing her institutions, exalting her citizenship, and playing an active part in the growth, commerce, and intellectual advance of the whole country. I met a gentleman a little while ago; and, while recalling the great names and peculiarities of Massachusetts history, he said: "I think that a young man who had the privilege of living in Boston in the time of Sumner, of glorious John Andrew, of Webster, of Motley, of Prescott, of Walker and of Longfellow and of Holmes, who is still with us, thank God! and of Lowell, and of all those old worthies,— a man, I say, who was living then had in those events and surroundings alone all the advantages of a university education." Mr. President

and gentlemen, representing in part the Board of Trade of Chicago, I sincerely congratulate you upon the completion of this magnificent structure and the inviting prospects that lie before you. The structure is, indeed, a beautiful building. While sitting here, I was trying to think what I should call this building, how I should describe it; but, after going through in detail its features, I thought there was only one word that I could use. When I looked at the beautiful blending of all colors which I see everywhere in the building, and when I look at its finished appearance and its solidity, I only thought of one word, that it is a beautiful structure. Gentlemen of the Chamber of Commerce, there never was a time in my view when boards of trade played so important a part in the universal enlightenment of the world as to-day. They marshal the forces of the individual capacity, the resources of the field and of the mine; and they are constantly arranging and legislating for minimizing the risks of business transactions and for facilitating all the machinery which goes to make up business prosperity. The results of these institutions are great: they are wide-spread; but still their more substantial results are in great movements, such as splendid charities, educational endowments, and the ambition to excel in science and in all the arts of peace. Gentlemen, allow me again to congratulate this body, to extend the congratulations of that Western State here to you upon this occasion, and to wish that you may enter upon a career of prosperity even beyond in its results the most sanguine anticipation. [Loud applause.]

President Burnham next said: —

Allusion has been made here to-day to the former prosperity of Boston and to the desirability that it should be renewed through the improvement of our merchant marine. There is

TRADE ROOM—NORTH EAST VIEW.

HELIOTYPE PRINTING CO. BOSTON.

a representative present from a sister exchange in the great South-west, the city of New Orleans, who won his title of captain by actual service on the quarter-deck of a ship. I shall ask Captain A. K. Miller, representing the New Orleans Chamber of Commerce and Board of Trade, to say a few words to you.

CAPTAIN A. K. MILLER'S ADDRESS.

Ladies and Gentlemen,— I feel myself highly honored at being called upon on this occasion. I shall preface my remarks by informing you of something which you will ascertain before I finish, that I am no speaker. I am a plain seaman by profession. I left the sea about twenty years ago. Since that time I have been located in the Crescent City. I was very much pleased and gratified to hear the remarks made by our worthy President and by Mr. Whitney in support of our mercantile marine. It has been my pleasure and honor to carry that grand old flag that I saw waving over this magnificent building this morning to all the four quarters of the globe. [Applause.] Furthermore, the first ship that I commanded hailed from and belonged in Boston. [Applause.] I have met this morning the gentleman who furnished me my first cargo, and I have met the gentleman who first cleared me at the custom house. [Renewed applause.] Gentlemen, the question of re-establishing our mercantile marine is one of the most vital questions before the body politic. I regret to say that many citizens of our common country do not recognize the importance of this re-establishment. Comparing ourselves with what other nations have done for their marine, it appears that our government has legislated almost to destroy; that is, if you compare their action with what has been done in Europe for the support of the merchant marine in the several countries. We ask, gentlemen, simply

that the government of our country shall put us on the same footing as other nations. [Applause.] As an American citizen, I should be ashamed to knock at the door of Congress, and ask for any assistance to enable us to compete with other nations, especially looking at the skill and the material which this country affords. I simply ask that we be put on the same footing with foreign competitors, that we get a share of the carrying products of our country. While we cannot but admire the enterprise and energy of England, which has put afloat one of the finest fleets in the world, and while we do not begrudge England its carrying trade, at the same time we want our own carrying trade. [Loud applause.] At the present time we are paying our money away to foreign bottoms for the carrying of our products. There is another point, gentlemen. Our cities, such as Boston, New York, Philadelphia, and Baltimore, afford a sad spectacle. On the streets of those cities to-day can be seen men who have represented their country in all quarters of the globe, men who have carried her flag all over the world, braving disease and the elements to do so, men who have wasted their energy, youth, and manhood to represent their country. Yet these very men are walking the streets to-day for want of employment. I speak of American ship-masters. You can count them by hundreds in the great cities. They are men who are able to command a fleet, and yet to-day they are seeking a pittance. Why is this? It is in consequence of unwise legislation in regard to our mercantile marine. The mercantile marine is the bulwark of our nation, the nucleus of our navy. Without that we can have no navy. To-day government is complaining of the scarcity of men, for she needs them to man her ships. What is the reason of this scarcity? The reason is that we have permitted our mercantile marine to die out and the grass to grow in our ship-yards. Gentlemen, I am proud to be with you to-day. I was asked

if I had other business in Boston that brought me here as well, and I emphatically denied that I had any other business than to attend to these dedicatory exercises. [Cries of "Good!" and applause.] I left the plough in the furrow and I left my business, to come here to-day to see this glorious building dedicated. [Loud applause.] It is such representative men as I see around me to-day who have mapped out our country with railways, and who have made cheap transportation for all our products. These things, with the ocean tonnage, have enabled us to lay our products down in Europe and Great Britain at a price lower than people can grow them over there. It is such men as I see before me to-day that have built these magnificent railroads and that have bound our country together with bands of steel,—such bands that, I assure you for my own part, will never again be broken by internal or other strife. [Cries of "Good!" and enthusiastic applause.] And, if any foreign foe wants anything from us, the blue and the gray will be found shoulder to shoulder. [Great cheers.] Gentlemen, I am here representing our Board of Trade of New Orleans and our Chamber of Commerce, of which I have the honor to be the President. Our Board of Trade is pushing its best energies in the line of exports. It is not necessary for me to go into figures and statistics. Those you are all familiar with. It is not necessary for me to tell you that we have already in this season of 1891 and 1892 exported about eighteen million bushels of grain, and that we intend to handle two million bales of cotton. All that you are familiar with. Gentlemen of the Chamber, I shall return to New Orleans with renewed vigor, and inspired with a desire to attain there to what you have here, a home of our own. [Applause.] I have been pressing our Chamber to that end for some time past. We never expect to have such a magnificent edifice as you have, but we will try to get there as soon as possible. [Laughter and applause.]

Gentlemen, in the name of the Board of Trade and Chamber of Commerce of New Orleans, and I think I express also the sentiments of two hundred and fifty thousand inhabitants, I would say that we wish grand old Boston every success in all its enterprises. We have reasons for cherishing the kindliest feelings for old Boston. In our dire necessities, in times of flood and epidemic, who came to the front unasked with open purses but Boston? That we can never forget. I left my home with oranges on my trees, with flowers in my yard. I find your soil covered with snow. I find the ground hardened. But let the snow fall, let Jack Frost freeze your rivers and your lakes, I find your hearts are in a perpetual thaw. [Cries of "Good!" and loud applause.] We have always found you so. In the language of the American commodore, "Blood is thicker than water." It is enterprises like that recalled to-day which have enabled different parts of the country to come into closer touch with each other; and, if the same facilities which we possess to-day had existed thirty years ago, I doubt very much whether politicians could have brought about a war. Nothing cements people like the quick transportation, the facilities for intercourse, and the understanding of one another such as we enjoy to-day, thanks to the enterprise of our mercantile men. A gentleman can take tea in New Orleans and breakfast in the heart of Tennessee. He can take his supper in New York and his breakfast in Boston. [Applause.] That is what binds us together, gentlemen; and I desire to see every board of trade, every chamber of commerce, and every commercial organization throughout our country, which is the greatest on God's green earth, all joined in our National Board of Trade, of which I have the honor to be a member. [Applause.] Our National Board of Trade has grown in its proportions. It is commanding the respect of our congressmen and senators, and our bureau at Washington is consulted for statistics and advice.

We are a non-political body. We want to grow stronger, so that we can knock louder at the doors of Congress for everything that pertains to our commercial prosperity and existence, whether it be the leveeing of the Mississippi, the digging of canals, and the building of railroads, or whatever will improve and increase our general prosperity. That is the work of our Board of Trade, and we want to see you all under the wing. I will not detain you longer, gentlemen. In the name of our people and in the name of our Exchange, I thank you, Mr. President and gentlemen of the Chamber of Commerce, for the patience with which you have listened to me; and I thank you for the cordial reception you have tendered me.

President Burnham then said: —

As representing one of the growing cities of the Central South, we have here a delegate from the Chamber of Commerce of Atlanta, Ga., Hon. R. B. Bullock, ex-Governor of the State of Georgia, whom I now have the honor of presenting to you.

HON. R. B. BULLOCK'S SPEECH.

Mr. President, Ladies and Gentlemen, Fellow-citizens of the Republic, — I am here on this interesting occasion to emphasize by my presence, if that be possible, the earnest, hearty, and full congratulations of the Atlanta Chamber of Commerce on this magnificent achievement of Boston merchants.

The fatigue of the thousand and more miles travelled to be with you to-day are swallowed up and forgotten in the warmth of the welcome with which you have overwhelmed me.

Atlanta, you must know, Mr. President, claims industrial kinship with this end of our great country. We are proud to refer to the fact that the census figures of ten years ago place us third in the list of American cities the percentage of

whose inhabitants are engaged in gainful pursuits,— in plain English, "working for a living." The other two are Lowell and Lawrence, in this glorious old Bay State, which from the beginning has always given due honor to labor.

We, too, have in our city a commercial home of our own; and, like your own financial condition, as stated by the successful chairman of your committee, our incomes are paying our expenses and reducing our debt. In the isolated ignorance of those of us who, like myself, stay too much at home, we adopted the conceit that our building was the finest in the country; but let me assure you, Mr. President and gentlemen, that, if every one of our members could see this gorgeous structure, there would be no small feeling of covetous jealousy. All would rejoice with you in your grand conception and in its accomplishment.

Mr. President, this temple, perfect in all its proportions, from the emblem of commerce meeting the winds that play about the pinnacle of its tower to the banking-rooms below, where exchanges of commerce are completed, marks an era as important in the commercial achievement of your city as were the patriotic efforts of your ancestors for our independence, in honor of which the shaft on yonder hill-top was erected.

The consummation which you this day celebrate is an object lesson, proving the fact that the united effort of one thousand intelligent business men is irresistible in the affairs of life. We, in our small way, have been taught that same lesson. May your united counsels, followed by earnest effort, continue to vouchsafe to you success without measure, to the glory of Boston, Massachusetts, and to the Union!

In compliment to ex-Governor Bullock the band played "Dixie" at the close of his speech, and then President Burnham said: —

We have here a representative of the largest Chamber of Commerce in the United States. I have the pleasure of

presenting to you Mr. Erastus Wiman of the Chamber of Commerce of the city of New York.

MR. ERASTUS WIMAN'S ADDRESS.

The most wonderful thing in this age of commercial phenomena is the internal commerce of the United States. There is nothing with which it can be compared. Figures fail to give an idea of the rapidity of its growth or of its magnitude. There is no comparison; and, as your own Agassiz has said, comparison is at the bottom of all philosophy. It is impossible to compare this development in internal commerce with anything that has preceded it. Countries that have a large foreign trade diffused all over the world have an enormous commerce. Great Britain, which has been referred to as an instance, levying tribute as she does from every nation under the sun in the shape either of profits or of interest, can bring forth statistics of an enormous trade,— statistics which show that she gets rich by an annual income from this source alone of a thousand millions a year. Germany may do the same, and other countries as well; but, as compared with the United States, there is nothing under the sun which compares with the enormous business the United States does within its own borders. Here is practically a trade between forty nations, forty commonwealths trading without let or hindrance or tariffs or custom dues, situated in climates so varied and having products so varied and endowed with resources natural and acquired as to have no parallel anywhere else in the world. The vast flotillas on the lakes and rivers; the perfected systems of communications that pervade the country by those bands of iron, alluded to this morning by one of the speakers, that overlay it all; the vast forces of production in agriculture both South and North,— wheat, flour, and food products that go to every part of the world; the enormous mineral output; the enormous manufactures of this and

other sections; the magnitude of the lumber, fishing, pasturing, and animal industries,— these are all items in this catalogue of our internal commerce; and they are items of which you may well be proud. [Applause.] But all this is as nothing compared with the genius of the people. It would seem as if the good Providence that provided this great nation had provided a people especially fitted for its development, fitted by a splendid ancestry, by an especial training, for the task of making this the greatest of commercial nations. I heard on Saturday a curious thought in that regard. It is said that, when Columbus approached these shores, his course was turned by a bank of flowers, and he landed away South instead of in the North; and the result was that the Latin race took possession of the southern section of this country, while it remained for the Anglo-Saxon race to take possession of the northern regions. This was a people with a splendid ancestry,— a people specially trained to take possession of this vast heritage and to make it what it is, the greatest land under the sun. [Applause.] If one seeks to discover the sources from which the energies proceeded that have made this country great, they will find it in New England; and in New England they will find those energies springing from the city of Boston. When the history of the makers of America comes to be written, as the history has been written of the makers of Florence and other great commonwealths, it will be discovered that it is within the precincts of Boston and New England that have sprung up the influences which have made this country great. Boston especially has contributed largely to that greatness. Her love of liberty, her desire for the emancipation of the slave, her liberality in her loans in the building of great railways and in the lending of money to farmers for the development of the South, and in the ten thousand other encouragements she has afforded to all the land, are evidences of her greatness and the splendor of her

achievements. [Applause.] Her love of liberty, her high grade of commercial morality, and her spirit of enterprise have borne fruit more splendid than those which ever emanated from any other city in the world. From the day when freedom was sought by spilling the British tea in Boston Harbor until the day when the Pacific was reached by the Atchison, Topeka & Santa Fé Railroad is not a long period in the history of such a nation. Yet during that time who will estimate the commercial achievements which emanated within this precinct? But beyond the power of money-making, beyond the power of trade that she has displayed, comes a higher and nobler influence in the advanced thought of which she has always been the forerunner. When one recalls the names of the great authors and thinkers of New England and all that has made the intellectual grandeur of America [applause], when one thinks of Sumner, of Webster, and of that most blessed man, Governor Andrew, when one thinks of Holmes, Lowell, and Emerson, when one thinks of all that is great in American literature and American statesmanship, one understands what it is that has shaped and aided all that is noblest in the intellectual development of America. There is one sentence of Emerson that seems to me to thrill American youth as no other sentence in the whole decalogue can thrill. It is this: "We live in a new and exceptional age. North America is another name for opportunity. Its whole history shows it to be the last best gift of God to mankind." Is there anything more glorious than those words? Is there anything more fascinating to stir the young heart and stimulate the ambitious than those great thoughts? So all through the history of New England. Boston has done that which has made America great in intellect and mind, so that in commerce, finance, and thought New England is the creditor of the whole world. The Anglo-Saxon race, then, are the people on this side of the water that have done

this work; but to-day there is a great schism in the Anglo-Saxon race. This schism was started from Boston Harbor, where the tea was spilled. It is a schism which has caused a sort of division of the land by a broad line of demarcation, starting on the Atlantic and ending on the Pacific. It is a schism which on the south side shuts out forty nations from the rest of the continent and on the north separates a vast territory from the progress which has been made in this country. To-day, as the man who comes from abroad to see the Chicago exhibition puts his foot on the south of that line of demarcation, he wonders what has happened that in the north the same progress has not been made. It is not climate that is the cause; for Minneapolis is as far north as many a city in Canada, and Boston itself occupies the same parallel of latitude as Minneapolis. What, then, is the difference? Why does the United States prosper, and why does Canada not prosper? It is because of the institutions, because of self-government, because of the spirit of freedom in trade and commerce that have pervaded these forty nations. [Applause.] Therefore, he who speaks to you, having been selected by the Chamber of Commerce as a representative in a certain sense of that great North-land, having been born in it, and having by some humble efforts of his own sought to obliterate the barrier that separates the English-speaking people of this continent, it is to him a most delightful task to appear before you, and felicitate you on the great success which has attended your efforts [applause], and on the final completion of this noble structure dedicated to commerce. [Applause.] New York, as the metropolis of America, watches with keenest interest the development going on on every side. Receiving and distributing as she does three-fourths of the imports of the entire country, having within her harbor nine-tenths of the tonnage that on this side of the sea seeks an entrance, receiving, housing, and caring for

seven-eighths of the emigration which reaches these shores, her interests are more universal and more extended than any other city of the land. Growing with enormous strides in population, in wealth, and in influence, she is glad to recognize in the great city of Boston all that she has done and is doing for the country at large. New York would recognize more indebtedness to Boston for much that is instructive. She is glad to be taught some things by you, — glad to know, among other things, that you have so much spirit and hearty unanimity among your merchants; glad to see that there is in Boston such disinterested public service as that which finds illustration in such a building as this [applause]; glad to know that you are comparatively free from corruption in your city administration, and you are giving a great deal of attention to taxation and comrade subjects. She is also very pleased to notice the splendid efforts that have been made by this good man, Mr. Whitney, and others in the development of the means of communication, not only throughout the city, but through all its outlying portions, and to see the marvellous success with which those efforts have been attended, especially in the direction of electric traction. The use of electricity in traction and its transmission for use as power have added enormously to the development of Boston. New York is but a novice, and far behind her sister city in this great work. Her chief men are watching with solicitude and with admiration the growth and progress in these directions of this noble city. What is the future of the city of Boston and of the cities of New England?

This is a question of the deepest interest to all who forecast the coming years. The internal commerce already referred to is yet in its infancy, and there are boys now living who will see this people reach the number of from one hundred and fifty million to one hundred and seventy million

souls. What provision is to be made for your population when it is quadrupled fifty years hence, when you will see the commerce of this country quadrupled? Why, even this Chamber of Commerce building will be all too small for the future needs of the city and of New England. The part that New England and Boston will play in this great drama that is to be unfolded will largely depend on the commercial policy that controls the future. If she is left out in the cold, left without a market in the West, and if the presence of coal, iron, and cheap food products gives her no hope for the future, what is her hope? Her hope is in the foreign trade. Her hope is that, by the creation of a merchant marine and by a liberal policy, which will enable foreign trade to be cultivated, something good will come to her. If liberality prevails so that foreign trade can be cultivated, New England is of all regions the best adapted to make profit thereby. Her hope is born in that marvellous principle of reciprocity. [Applause.] In the growth of the new principle, the popu larity of which now covers the community as the water covers the face of the deep, may be found an element of great promise, which, though I claim some credit for having originated the idea of reciprocity, I am in later years very glad to attribute it and the promotion of it to my friend, Mr. James G. Blaine. [Loud applause.] Reciprocity has come in small doses thus far, and has been most productive of beneficial results; but, when the future of New England and Boston is taken into account, it will be found that a reciprocity on a much larger scale and much more comprehensive in character will be most contributory to their safety and their future success. An unrestricted reciprocity with Mexico on the south, and especially the country to the north, with the vast regions included in the British possessions north of the St. Lawrence and the lakes, is the event of all events likely to be most contributory to the prosperity of New England and

Boston. Great as are the figures of the internal trade, vast as will be the increase in it from the growing population, all these sink into insignificance compared with the results that would come about by the opening up of the greater half of the continent on the north to the enterprise and capital and commerce of the United States. Greater commerce will come to you than any man can tell of. The resources of Canada will contribute to your greatness. Then will be shown by mutuality of interest, as nothing else can show, that peace has her victories no less renowned than war. [Applause.]

President Burnham said: —

Before bringing these exercises to a close, I am desired to request our visiting delegates, as soon as the exercises are over, to assemble in our reading and committee rooms on our right, in order that our Committee on Invitations may extend to them an invitation which comes to them from the Mayor of the city for their entertainment to-morrow. And now there could be no more fitting close to these exercises than the singing of the dedication hymn, which has been prepared by the Rev. S. F. Smith, in which I shall ask all the audience to join. There can be no more fitting occasion than this for presenting to you the author of that hymn which we have all sung as children, "My Country, 'tis of thee," and which inspires every citizen of the United States wherever it is heard. I have the pleasure of introducing to you its author, Rev. S. F. Smith.

Rev. S. F. Smith then approached the front of the platform, and was enthusiastically cheered. When the applause had subsided, the venerable gentleman read his dedication hymn, which had been composed especially for the occasion. Then the audience joined in singing it to the air of the "Italian Hymn," as follows: —

So the fair structure stands,
The work of human hands
And human will:
Here, where the rippling wave
The sea sands used to lave,
Soar towers and architrave,
Beauty and skill.

Here shall fair Commerce sit,
With wisdom, grace, and wit
The State to bless:
Here land shall speak to land,
And hand be clasped in hand,
And noblest deeds be planned
In righteousness.

Peace her white wings shall spread
O'er all the paths we tread,
Truth guide our way;
While patriot, sire and son,
Bends to the work begun,
And new successes won
Shall crown the day.

To Thee, great God, to Thee,
God of the land and sea,
These towers we raise.
Establish here Thy throne,
Rule in all hearts alone,
Thy sovereign right we own,
Thy name we praise.

PROCEEDINGS AT BANQUET.

In the evening of January 21 a grand banquet was given by the Boston Chamber of Commerce at the Hotel Vendome.

The gathering of members and guests took place between 5 and 6 P.M., and for a full hour the capacious interior of the hotel presented a crowded and animated appearance. About 6.30 P.M. the procession to the banqueting hall was formed, headed by President Lamont G. Burnham, escorting Hon. S. M. Cullom, United States senator from Illinois. Inside, the whole length of the big dining-room was taken up by the members and their friends, the attendance numbering somewhere between four and five hundred persons. So great, in fact, was the throng that late comers had to be accommodated in the smaller rooms of the hotel. Colonel Greenleaf had come fully up to his reputation.

After dinner had been enjoyed, all the members came together; and the Chamber of Commerce presented not only a united but also an imposing front. President Lamont G. Burnham occupied the Chair, and had near him at the circular table in the centre of the dining-hall the guests of the organization.

President Burnham addressed the guests and members in a brief speech of welcome and congratulation as follows: —

Before calling upon the distinguished gentlemen who are to address you this evening, and to whom I know you are impatiently waiting to listen, I wish to say one word on behalf of my fellow-members of the Boston Chamber of Commerce. It is to bid you all who have honored us with your presence during the day and this evening a hearty welcome. Although our Exchange is young in years, and we are inexperienced in house-warming, our hearts go out to you in the fulness of Tiny Tim when he said, "God bless us every one." [Applause.]

But, gentlemen, the presence here of so many distinguished representatives of sister exchanges leads me to believe that this occasion has a broader significance than can be covered by the members of our Chamber of Commerce. We are honored to-night by the presence of the Governor of the Commonwealth [applause], whom I shall ask to address a few words of welcome to those gentlemen who have come so many miles from all parts of the United States and from the Provinces to assist us to-day in the dedication of our new business home. I have the pleasure to present to you his Excellency William E. Russell. [Great applause.]

GOVERNOR RUSSELL'S SPEECH.

Mr. President and Gentlemen,— My part to-night is a simple but a very pleasant one, to extend the hearty welcome of the Commonwealth to the distinguished guests who honor us with their presence, and our cordial congratulations to the Chamber of Commerce as to-day, in its new and better quarters, it enters upon a new lease of life, filled with hope and with promise, and then to enjoy with you the words of wit and of wisdom of those who follow me.

Most gladly I extend the greeting of the Commonwealth to all your guests. We know they come to rejoice in our rejoicing, to bind still closer the sisterhood of States, not only in trade and commerce, but in friendship and good will.

As we welcome them, and especially the distinguished gentleman who filled so conspicuous a place in the cabinet of President Cleveland [applause], we regret that we are not able to welcome also his distinguished successor and the President of the United States. [Applause.] Had their responsible duties permitted them to attend, I know that Massachusetts with her greeting would wish me to assure them that whatever measures they deem wise and necessary to

TRADE ROOM—SOUTH EAST VIEW.

HELIOTYPE PRINTING CO. BOSTON.

sustain our flag and to uphold our national honor will receive the undivided and earnest support of this patriotic old Commonwealth. [Great applause.]

It is a great pleasure to-night to express to you, however informally, the deep interest of the Commonwealth in your work, which so earnestly and efficiently is promoting her trade and her commerce. In this you represent one of her greatest and earliest industries.

In the early years of this century, when our commerce was nearly annihilated by the utter disregard of neutral rights by the great belligerent powers of Europe and by the passage of defensive embargo and non-intercourse acts at home, your predecessors felicitously declared that the best and most productive farms in New England were upon the sea; and, most justly, they claimed of their government the defence of these freeholds against all trespassers.

What was true, then, is equally true now. Commerce now, as then, is the most legitimate and natural business of a large part of New England. Her situation, the genius, education, and enterprise of her people naturally adapt her to this pursuit.

She has a just claim upon the government, not for special favors, but that she should be left free to follow this pursuit, and to reap its benefits unfettered by restrictive laws. [Applause.]

Our national Constitution gave her unrestricted commerce with the whole sisterhood of States. It also forbade preference, by any regulation of commerce or revenue, to the ports of one State over another.

In the spirit of these provisions, which have made interstate commerce free from ocean to ocean and foreign commerce forever exempt from any local privileges, New England asks only for laws which shall be equal and just to all sections of our common country, and which, if equal and just,

cannot but lift some of the burdens now upon her, and so increase her industries, her trade, and her commerce. [Applause.]

Commerce and agriculture have ever been allied in mutual support. If at times there has seemed to be apparent diversity of interests between commerce and manufactures, I firmly believe we are beginning to see that it is more apparent than real, and that they can and will go hand in hand together with mutual prosperity, commerce leading the way for manufactures to the markets of the world.

The merchants of Salem in 1820, in their celebrated memorial against restrictions of commerce, drafted by Judge Story, declared that commerce and manufactures both were vital to the welfare and prosperity of the Union, and that "it can never be a sound or safe policy to build up the one upon the ruins of the other"; and they laid it down as a "rational doctrine that national wealth is best promoted by a free interchange of duties upon principles of perfect reciprocity."

We may differ as to the way, we may call it by different names; but all will agree that the purpose and the end are desirable, and mean greater prosperity both to commerce and manufactures, and so the welfare of our Commonwealth and country. [Applause.]

It certainly will be most useful in these matters which affect so vitally the great interests of the country that, as far as practicable, all interests should act in harmony for a final result, however much they may differ as to the precise and best mode to reach it.

I am sure that the merchants of Boston will give their earnest support to any action which, in their judgment, will promote the great interests of commerce, foreign and domestic, come such action from whom it may. [Applause.]

But, remembering the able speakers for whom you are anxiously waiting, I must no longer trespass upon your patience and your courtesy.

I bid this distinguished gathering of merchants who have done so much for the welfare and honor of our Commonwealth god-speed in their efforts to advance her commerce and all her interests.

Let me close by again extending the warmest welcome of the Commonwealth to all your guests, especially to the distinguished representatives from other States, who have come to join us in our rejoicing, to assure us of their fraternal interests, and to prove to us that nowhere in this broad land is the Old Bay State forgotten.

Welcome to our festivities. Welcome to our Commonwealth. May your visit be as pleasant and profitable to you as it surely is to us! [Great applause.]

MAYOR MATTHEWS'S SPEECH.

Mr. President and Gentlemen of the Chamber of Commerce, — It is with pleasure that I find myself able to attend this banquet in honor of the completion of your magnificent new building, and to offer to your organization the best wishes of the city and to your guests a hearty welcome. [Applause.]

In the presence of so many gentlemen from whom you are anxious to hear, I propose simply to testify to the great interest taken by the citizens of Boston in the welfare and prosperity of our business organizations, and to ask your attention for a moment to the suggestion of an important and as yet uncultivated field for the activities of all such organizations.

I notice that, according to the By-laws of your society, its objects are "to correct any abuses that may exist," and "generally to advance the interests of trade and commerce in the city of Boston"; and I observe that resolutions and committees are sent to Washington with frequency, and often with success.

I have been unable, however, to find any record of attempts, successful or unsuccessful, to influence the course of State legislation; and, after an experience of some years in committee hearings at the State House, I can recall but a single instance where the business men of Boston were effectively represented as a class.

Every special interest in the community, from the humblest assembly of the Knights of Labor to the most powerful railroad corporation in the Commonwealth, is organized and represented; but it seems to be left for individuals, generally lawyers and politicians, to represent and to defend the general business interests of the community.

And yet, gentlemen, there is just as much need for these great interests to be organized and effectively represented at the State House as in the committee-rooms at Washington or before the Interstate Commerce Commission.

All matters relating to our Massachusetts railroads, to their terminal facilities, to rapidity of transportation, and to State and municipal taxation, depend chiefly upon State legislation; and these matters seem to me of more consequence to the commercial advancement of our city than any possible action of Congress or of the federal authorities at Washington.

We can never hope to compete with New York in the friendly race for commerce, trade, and wealth; and it begins to look as if even Baltimore and Philadelphia, and possibly other places still nearer to the centres of production, were destined to outstrip us. But there are some hindrances to our progress that persistent and organized agitation would remove, and there are some advantages and improvements only waiting for the merchants of Boston to reach and seize.

While, therefore, we cannot control natural causes and geographical conditions, so as to bring this city nearer in miles to the producing sections of the country, there is no

reason why we should tamely submit to spending six hours on the road to New York simply to swell the dividends of the Boston & Albany Railroad. [Laughter and applause.]

There is no reason why we should forever be content with terminal facilities that would be considered a municipal disgrace in any fourth-class city in central Europe.

There is no reason why we should be satisfied with the dirty, crowded cars and slow trains that take us in and out of Boston at exorbitant fares.

There is no reason why the merchants and business men of Boston should be taxed twice over on their capital engaged in trade, taxed on what they own and on what they owe as well [laughter], taxed not only on what they have, but also on what they have not. [Applause.]

No, there is no reason for the continuance of this iniquitous system of double taxation and no reason why the railroads should be allowed to pay large dividends at the expense of the commercial interests of Boston, except the intrenched power of incorporated wealth and the antiquated, unprogressive, anti-Boston theories of taxation that have hitherto controlled the action of the General Court.

Gentlemen, an enlightened and aggressive public spirit would not only remove these obstacles to our progress, but would secure for the citizens of Boston advantages in the way of rapid transit and other metropolitan improvements that would soon make of this ancient city that we love so well the best place in all our country to live in and to do business in. [Applause.]

Boston owed her commercial position, her influence and power in the days that have gone by, to the public spirit and the organized activity of her merchant citizens. Her business men have it in their power to-day to secure, by aggressive, persistent, and united effort, such improvements and reforms as will place the city at the front in the march of civilization, and insure her prosperity forever.

Will the business men of Boston, will their representatives in the Chamber of Commerce, respond in action to this appeal from one whom they have so generously supported in other ways? I am confident that they will. [Loud applause.]

President Burnham next said: —

It seems a piece of superfluous information to-night to announce that we expected to have present with us on this occasion the President of the United States. [Applause.] We must submit to the pressure of public business, which has prevented his coming in person; but he has come as near doing that as possible. He has written us a personal letter, which I shall now ask the Secretary to read.

Secretary Avery L. Rand spoke as follows: —

Mr. President and Gentlemen of the Chamber of Commerce, — I deem it no slight pleasure to have the honor to present to you the letter which has been received from the President of the United States. Your committee, who were charged with the duty of inviting those who should speak to you on the occasion of the opening of our new building, believing that the President, whom we all honor, was thoroughly in sympathy with the spirit of New England men, and with the spirit of trade and commerce in our whole country, thought it wise to invite him to be present on this occasion; and they have taken every means, by sending a sub-committee to Washington, to make that possible, if it were possible. But the pressure of public business has kept the head of the nation at his post, where we all believe it was his duty to remain. [Applause.] But he has taken time from the cares of State to send us these few words, which I know we shall all appreciate, while we feel the touch of his heart with

our heart in the development of these United States. I now have the pleasure to read to you his letter.

EXECUTIVE MANSION,
WASHINGTON, D.C., Jan. 16, 1892.

GEORGE E. MITCHELL AND OTHERS, Committee, etc., Boston:

Gentlemen,— When your committee called upon me to present an oral invitation to be present at the exercises connected with the opening of the new building of the Chamber of Commerce of Boston, I said to them that it would give me pleasure to attend if I should find the condition of public business to be such as to admit of my absence from Washington.

I have since received the formal invitation of your committee, and regret that I am now compelled to say that it will not be possible for me to be absent from Washington at the time indicated, and to express my regret that I am denied the privilege of meeting with the merchants of Boston on the interesting occasion of the opening of the magnificent building which they have erected.

I am in full sympathy with every movement and every organization having for its object the development of our home and foreign commerce and the maintenance, in connection with our national finances, of a safe, adequate, and stable monetary medium for the exchanges which commerce implies.

Very respectfully yours,
BENJAMIN HARRISON.

After the letter had been read, the merchants gave three cheers for the President of the United States.

President Burnham: —

We have with us to-night a representative of the United States who needs no introduction to a Boston audience. I have the honor to present to you the Collector of the Port, Hon. A. W. Beard. [Applause.]

HON. A. W. BEARD'S ADDRESS.

Gentlemen of the Chamber of Commerce,— We are loyal to the city we love, we are loyal to the State and to the constituted authorities, whom we love and respect; but we give our highest fealty to the nation of which we are a part. The

President of the United States, while he is President, has the support of all the people; and now, when the war cloud is hovering on the horizon, we have the most perfect confidence, without regard to our party affiliations, in the President, in his administration, in the Congress of the United States, and in the wisdom and sagacity with which they will determine what is necessary to maintain the honor of the American nation. [Applause.]

It is not necessary, Mr. President, that I should speak for the President or for the United States on this occasion. I had rather say a few words to you because of the official connection which I have with the foreign commerce of this port, — perhaps a few words of encouragement. This may seem superfluous when you have just entered into this magnificent building, which of itself is an evidence of the prosperity of Boston, — an evidence of the enterprise of Boston merchants, an evidence of their fraternity of feeling, and of that unanimity of action which has led them to form this organization and to produce such magnificent results so far. I say encouragement, because I have noticed to-day in the rejoicings that have been had a tinge of sadness, perhaps because of what we have not, since with all our increased commerce, with our great development of home industries and of domestic commerce and of railroad transportation, we have lost nearly all of the carrying trade of the ocean. I sympathize with you in this, but still it is only an incident of commerce. It is merely transportation of what we buy and sell; and we let the other fellows do it because they do it cheaper than our capitalists are willing to undertake the job. When we get through building railroads in Mexico, and have connected North and South America with railroads and the Atlantic and Pacific Oceans with canals, perhaps then we shall take up the ocean carrying trade. We cannot do everything at once. We cannot develop Mexican transportation and have

the ocean carrying trade at the same time, at least till we grow richer. By and by we can do both.

Now it will perhaps be interesting to you to know something of the contrast of the foreign commerce of Boston with former years. When I speak of the foreign commerce of Boston, I know that it is only a small percentage of Boston's commerce, of Boston's interest in trade, not ten per cent. even. Why, there is a single line of transportation between Boston and New York that passes over the dock every year more value of merchandise than the entire import trade of Boston [applause], more than the imports and exports all together. Mr. Atkinson told us the other night that the railroad freights on merchandise in this country were more than the entire imports of this country from all the rest of the world or the exports from it. So, you see, the foreign commerce, though that is what I represent tonight, is but a small item in the business of Boston. I heard something of other days. I have figures about the commerce of Boston, but I shall only read a few of them. In 1830, for instance, the imports of Boston were $8,674,976. Why, we have many houses that do more than that entire business now. In the same year the entire commerce of the city was $11,181,000, the exports being two millions and a half. Coming down to 1840, fifty years ago, the entire commerce of the city was $21,000,000. I am merely giving round figures. In 1860 it was $54,500,000. In 1855, which has been spoken of as the zenith of the prosperity of American commerce, the entire commerce of Boston, exports and imports, was $57,618,872. The exports were only $14,362,000, and the imports $43,256,000. In the year 1890 the imports of Boston were $62,876,666, and the exports $71,213,675, the entire commerce being $134,090,000. In 1891, the fiscal year, the entire commerce of Boston was $148,222,000. In the calendar year

of 1891 the commerce of Boston, the foreign commerce, comes up to $152,564,307 [applause], more than three times what it was in the zenith of American prosperity. [Applause.] But there have been changes in this. It is interesting to look up the entries of values and the tonnage. We entered in Boston from foreign countries during the fiscal year of 1891 2,342 vessels, having a tonnage of 1,553,600. Now, of these 2,342 vessels, 855 were steamers; and of those 855 had a tonnage of 1,107,737, leaving 1,487 sailing vessels, with a tonnage of 302,913. That is the difference between steamers and sailing vessels. We did not have the steamers in these years gone by. Why, you take the entire commerce of 1840, of 1850, of 1855, and half a dozen steamers, such as we send out with their cargoes of half a million dollars, would do it in a year. Now, that is what we are doing in the way of foreign commerce. We import into the city of Boston more than one-half of all the wool imported into the United States. We import into Boston over one-third the amount of window-glass imported in the whole of the United States.

So I might go on to other articles. Something was said about the nearness of these other commercial centres to the centre of the country, but we are the nearest to Europe. [Applause.] When at a ship-owners' convention here in Boston some years since I was conversing with a gentleman from Philadelphia, largely interested, he said to me: "You don't realize the advantage you have in your nearness to Europe. For Philadelphia to have a weekly line of steamers, it would take six vessels; but you can have a weekly line of steamers from Boston with five vessels, one a week, making a difference of twenty per cent." Now, just see what a difference that makes in the ocean transportation as between Philadelphia, Baltimore, and Europe. I don't think our business men have waked up to the advantages we have in this matter

of ocean carrying. When they do, there will be some action taken. Now, we have various ways of remedy. A dozen years ago I was pretty anxious that we should have the right to go into the markets of the world, and buy our ships, and put our flags over them; yet nobody seemed to believe it except a few agitators here in Boston. No political convention in any State and no national convention of any party ever passed a resolution to that effect. We have our navigation laws. Restrictive clauses have been fastened upon us for a century as a matter of national sentiment in favor of the policy that we should build our own ships. There has been no party yet bold enough in State or nation to take the position that we should buy our ships abroad, and put the American flag over ships built in other countries. [Applause.]

If we want the ocean carrying trade, if we want to rebuild the merchant marine of America in accordance with the modern system of doing business, our government must do what other governments do [applause, followed by great cheering]: it must help to start the business, it should transport the mails under the American flag. [Renewed applause.] If we want intercourse with South America, the government must help to establish steam lines to that country. If we want steamships to come to Boston wharves under the American flag, the government should give them the aid which should entitle it to have those ships in case of war. [Applause.] They might be the peaceful agents of increasing and carrying on our commerce in time of peace; but, when the government required them, they should be at the disposal of the goverment for purposes of national defence. Other nations do that; and why should not we? Why should we fight over theories? What can we accomplish? is the question. The distinguished gentleman on my left [Senator Cullom] could tell us, if he had time, of his own agency in this matter. We must put aside theories if we want the ocean carrying

trade. We must bring pressure to bear upon the government and such a pressure as will bring about what we want. Now, sometimes people talk about Boston having a share in national commerce. Boston, with its facilities, with its nearness to the European shores, and with its terminal facilities, poor as they are, is better off than all other ports. A steamship can come here, discharge, and load for two-thirds of the expense it can in any other port. That is a good deal of an item. The share of Boston in the commerce of this country will be just what you men of Boston determine that share shall be: it rests with yourselves. [Loud applause, followed by three cheers for Collector Beard.]

President Burnham: —

A question very close to us is the question of the commerce of the land, or interstate commerce. We are honored by having with us a distinguished representative from Illinois, who, from his official position, has a thorough familiarity with the workings of that commerce. I have the honor of presenting to you the Hon. S. M. Cullom, Chairman of the Senate Committee on Interstate Commerce.

SENATOR CULLOM'S ADDRESS.

Before I enter upon the discussion of the topic given to me, let me say that I have been in your city several times before, and, I believe, every time but one on official business; and, as the honorable mayor made some remarks indicating that the merchants of Boston did not get a hearing in some quarters, which I do not dispute at all, I desire to say on behalf of the Committee on Interstate Commerce of the Senate of the United States, that, so far as that committee is concerned, it has never ventured to take a step before coming to consult with Boston merchants on the subject.

[Cheers.] Hence it was, when I had the honor of the last visit to your city, I came in that capacity with a committee of the Senate; and, while I think the merchants of Boston were a little alarmed in advance of our coming, I am inclined to think that before we left they concluded that we had no sinister designs on the business interests of this great city [applause], and I have been coming so often that I am beginning to feel that I am a good deal of a Bostonian myself. [Applause and laughter.]

Mr. President and Gentlemen of the Chamber of Commerce, — By this presence, constituted of the business sagacity and energy of the most intellectual, most delightful, and crookedest-streeted city of the most aggressive and persistent State of the Republic, I am admonished to keep close to my text "The Internal Commerce of the United States," and to refrain from sailing into any inviting sea of digression on any craft of partisan speculation, philosophical inquiry, or patriotic prophecy. I shall endeavor to observe this admonition.

I have no doubt that some of the gentlemen present are descendants of the wise and liberty-loving men who settled over a hundred years ago on three hills hereabouts, and in a spirit of modest exaggeration, a spirit which is yet apparent occasionally in Boston, called those hills mountains; and I am sure that this goodly company is imbued with the indomitable spirit, the generous virtues, the patriotic devotion, and the stubborn integrity of the pioneers of Massachusetts.

Mr. President, the people of Boston look back, no doubt with laughing pride at what was considered here a hundred years ago as boldness in public enterprise — boldness like that which impelled your ancestors to undertake the astounding work of bridging the Charles River! Your people may look back also to a condition of affairs that made your ancestors in trade objects of denunciation, that made the farmers

of that time denounce commerce as a prolific source of distress, merchants as an evil, and lawyers as a grievance. You may look back from the standpoint of to-day to good times and to bad times in your early history, and you can look back without shame and with pleasure; for the evils of the past have been mellowed of their sharp lines, and through the vista of departed years the glories of the days that are no more shine with a softer but a grander radiance.

In "the good old times" this city, then of fifteen thousand, this State, then of three hundred and seventy-five thousand, and this nation, then of less than four million people, knew nothing of the steam-engine, the telegraph, the railroad, the power-printing press,— in short, knew nothing of any of the great inventions which have made modern civilization wonderful in the history of the world and produced an amount of wealth in the twenty years between 1850 and 1870 equal to that which was produced in all the world during the first eighteen hundred years of the Christian era. Indeed, gentlemen, in the good old times, your ancestors were amazed and delighted when it was ascertained that the stage-coach could, and sometimes did, carry passengers over good roads in good weather at the almost whirlwind rate of from eight to ten miles an hour, leaving them, according to a celebrated divine's estimate, with only ten to twelve thousand severe contusions as the result of a day's journey.

The internal commerce of this country is difficult to ascertain, and its magnitude can only be estimated from such statistics as can be gathered from reports of different departments and bureaus. In my opinion, Mr. President, there should be established a department whose sole duty should be the gathering of statistics for the public, showing the condition and growth of every line of business in the country.

If a hundred years ago a United States senator had been invited to attend a banquet in this city, and to respond to the

sentiment that has been assigned to me on this occasion, what could he have said? Little or nothing, unless, having been informed by the spirit of prophecy, with that prescience that sometimes gives to the statesman mystical lore, he had pictured the scenes of to-day. Then probably he would have been regarded as a visionary or a lunatic, and his utterances unworthy of consideration.

Suppose that one hundred years ago an orator had said seriously to the merchants of Boston that in 1890 the wealth of this republic would amount to seventy billions of dollars,— an increase of about fifty-four billions in thirty-two years,— during which time slave property valued at a billion and a quarter of dollars had been wiped out, and a civil war had been fought in which a million of wealth-producers had been destroyed, and two great armies of American citizens for four years, as Dr. Strong says in his powerful little book, "Our Country," had devoted "marvellous energy and ingenuity to the work of destruction."

Suppose that this orator, warming to his subject, had said to a Boston audience in 1792 that the American republic in 1890 would exceed in volume of manufactures the rest of the world, and that in 1889 vessels of over five tons, exclusive of fishing craft, to the number of 666, of 95,186 tons burden, and of the value of $10,579,000, would be registered at the port of Boston; that in 1889 2,250 vessels, of 1,404,828 tons, would enter the port of Boston, and that 2,267 vessels, of 1,208,507 tons, would clear from it, bringing to the port $62,876,666 and taking from it $71,201,944 worth of goods, making a total of imports and exports during one year of $134,078,610.

He might have said also that in 1889 6,789 vessels, of five tons and over, exclusive of fishing craft, of 1,449,958 tons, and valued at $91,316,057, would be registered at the ports of Maine, New Hampshire, Massachusetts, Rhode

Island, Connecticut, New York, and New Jersey, constituting what are known as traffic districts Nos. 1, 2, and 3; that these vessels would take out and carry into these districts during 1889 8,677,470 tons of commodities; that during the year 9,361 vessels as described, of 3,484,692 tons, would make 2,421,918 trips and sail 38,138,200 miles, moving between the ports of traffic districts Nos. 1, 2, and 3, and other ports, domestic and foreign; that during 1889 vessels would import from all traffic districts into districts Nos. 1, 2, and 3, commodities amounting to 18,484,565 tons, would export from these districts 13,766,716 tons, would carry 18,766,716 tons of internal or local freights within these three districts, and thus give to these districts during one year a total vessel freight business of 50,664,621 tons.

Suppose he had shown in detail, as I have not time to do on this occasion, that in nine other traffic districts — namely, those of Philadelphia, Baltimore, Norfolk, Savannah, Mobile, New Orleans, Galveston, Pacific ports, and foreign ports — the freight business by vessels in 1889 would be correspondingly as great as that business would be in districts 1, 2, and 3.

Our orator might have turned from a contemplation of our possible coast trade, and have predicted that 36,000,000 tons of freight, 3,000,000 tons more than the combined foreign and coastwise shipments of Liverpool and London, would pass through the Detroit River in 234 days of navigation in the year 1889; that 9,041,213 tons of freight would pass through the Sault Ste. Marie Canal, 2,250,000 tons more than the freight tonnage of the Suez Canal, a water-way which is in use by the whole world; that the value of the cargoes which would be carried on the Great Lakes in 1890 would be $342,522,290, and that in this service during that year 2,055 vessels, valued at nearly $60,000,000, would be employed.

He might have turned to a prophetic contemplation of the river-trade of the Mississippi Valley, and said that in 1890 there would be on the rivers of the valley of the Ohio and of the lower and upper Mississippi and their tributaries 1,114 boats, of 210,768 tons burden, valued at $10,539,253; that during that year these boats would carry 10,858,894 passengers of all kinds, move 29,405,046 tons of freight, and travel 7,316,545 miles in the transaction of this business.

Suppose now that this orator of 1792 had turned from his prophecy concerning the river-trade of the Mississippi Valley, and had declared that in 1890 there would be in the republic 2,970,300 square miles of territory, 62,803,109 people, and that carriages drawn by steam-power would run along 170,000 miles of steel and iron rails at a rate of speed from twenty to sixty miles an hour; that the property used in this method of transportation would be of the value of ten billions of dollars; that during the year over five hundred millions of passengers and six hundred and thirty-six millions of tons of freight would be carried from place to place in these steam-drawn carriages, and that in this service seven hundred and fifty thousand men would be employed.

In showing the kind of freight that would be carried on these coastwise, river, and lake vessels and in these railroad cars, in the prosecution of our internal commerce, he might have predicted that in 1890 we would manufacture more than ten million tons of pig iron, nearly five million tons of steel of all kinds, and more than two million tons of Bessemer steel rails; that in the year named we should harvest about four hundred million bushels of wheat, nearly one-fifth of the wheat crop of the whole world.

Suppose that to these marvellous predictions he had added that in 1890 there would be strung on poles throughout the land 678,997 miles of wire, along which electricity would carry messages with the swiftness of lightning; that over

these wires, in furtherance in part of the affairs of our internal commerce, 55,887,762 messages would be sent in 1890, for which $22,389,029 would be paid; that 250,000 miles of telephone wire would be strung before 1891, through which the human voice would be carried to great distances, thus enabling merchants and their customers, far distant from each other, to converse as if face to face.

Gentlemen, had such predictions been made a hundred years ago, they would have been regarded as ridiculous, and unworthy the serious attention of the good people of those days. Yet all these, and many others as wonderful, have been realized, and are to-day facts, as I have shown by the figures I have placed before you to-night. The business of the country has been increasing, and will continue to increase in a greater ratio from year to year.

While the burden of my remarks and the statistics furnished relate to trade and transportation, ships and railroads, territory and population, there are many phases of internal commerce to which I have not referred, as I have only sought in the few moments allotted me to indicate the wonderful growth of our country.

Mr. Chairman and gentlemen, preparation is now rapidly being made for the World's Columbian Exposition, to be held in 1893 in Chicago, in my own beloved State; and I am gratified that this great city and this Commonwealth have from the beginning taken a lively interest in its success. I venture to predict that this exhibition will make a perfect demonstration of the most marvellous development and progress in commerce and all that makes a nation great ever witnessed in the world's history.

Sir, these great changes in the business methods of the world require at our hands the most careful consideration. They have relegated to the garret many of the old-time ideas of the political economist and of the social philosopher,

and are demanding that new principles shall control, while the statesman of the hour adapts the body politic to this changed condition of affairs. To do the business of the world, under the operations of labor-saving machinery, of steam, and of electricity, requires a combination of capital, and has made monopoly possible in the carrying trade and in almost every branch of commerce and of manufacture. To adapt labor to this changed condition, so that it may assert and maintain its rights without crippling the immense enterprises of the time, is one of the great problems of present day statesmanship, in the solution of which one of the first steps to be taken is the assertion of the duty of the representatives to restrain corporations from an assumption of the right of confiscation by extortion and unjust discrimination. In an attempt to take this step in legislation, the interstate commerce law was enacted by Congress. It has been designated a tentative measure, defective in some of its provisions; but I have no doubt it will be perfected into a measure that will protect the interests of the people who use the railroads of the country in the prosecution of our internal commerce, and at the same time it will do justice, I have no doubt, to the railroad common carrier, giving to him all he should receive, and compelling him to hold an even scale of impartiality between his customers.

I might refer to other subjects of legislation related to the affairs of our internal commerce; but both your patience and my time have become exhausted, and I can say further only this: that none of the statesmen, prophets, or poets of old ever even shadowed forth the greatness of this nation,—a giant indeed, but a giant yet in its swaddling clothes. In its keeping is the welfare of the world, and to its trust it will not be false in any sense; for, while he recognizes the obligation of devoting to his country the mightiest exertions of his mind and powers, the true American never forgets what was

said by the old Greek: that the bird flies through the wide heaven, and the whole world is the fatherland of the noble-minded. Upon this fact we may confidently rest the belief that in good time the republic will realize its manifest destiny, and, holding a protecting and guiding hand over the nations of the western hemisphere, will teach them and all the world how to enjoy liberty under a stable government at once benign and strong, and based upon the broad democratic principle of the equality of all men before the law and the subordination of the richest and the most powerful to the will of the people.

President Burnham: —

I esteem it a privilege to be able to introduce you to-night to a gentleman who has a claim on the home life of Boston. I have the honor to introduce to you Hon. T. F. Bayard, late Secretary of State. [Great cheering.]

HON. THOMAS F. BAYARD'S ADDRESS.

Merchants of Boston, my Fellow-countrymen, — For the favor of your invitation and the abundant kindness of your reception I heartily thank you.

The splendid Chamber of Commerce which has this day been dedicated is an enduring and impressive evidence of the ability, intelligence, and prosperity of your association; and you have my congratulations, warm and sincere, upon the new landmark of civilization you have set up to beautify and adorn this ancient and honorable city, and facilitate the transactions of the commerce of Boston and of that great country in which she is so happily conspicuous. The beautiful and imposing structure you have opened to-day and dedicated to commerce affords the best text for the remarks I shall venture to submit on the present occasion.

READING ROOM.

HELIOTYPE PRINTING CO. BOSTON.

It is a MERCHANT'S EXCHANGE. The name is pregnant with signification, and the very stones of which the building is composed contain in themselves a sermon. You have called it an "Exchange" because hither come men, each with his special commodity, the excess above his own need, to dispose of it for something else he stands in need of, not merely to sell it; for that is but half of his purpose. He not only wishes to part with what he has in superfluity, but to obtain by the same transaction something that he needs and desires to possess.

And this Merchants' Exchange is intended, on a grand scale, to facilitate such transactions. Here the purchaser meets the vendor. Here the producer and the consumer meet, and the currents and counter-currents of demand and supply flow into the happy equilibrium of mutual content.

Your calling is surely most honorable and beneficent, and it can best be conducted by the practice of comity and mutuality as opposed to isolation and selfishness. Your business is a great agency to bring together from all quarters of the globe producers, consumers, and agents of distribution, giving to each increased opportunity to exchange, in order to supply their mutual wants.

Apart from the endowments of nature, the unequalled diversities of climate, soil, race, and production, of which the people of the United States are the fortunate possessors, the strength and wisdom of our institutions have been chiefly exhibited in allowing our people of every class and vocation to exert their faculties freely in those pursuits for which they felt themselves most inclined or best enabled, so that under our liberal system no man is debarred from any avenue to fortune or happiness; nor is any occupation closed to any one who feels within himself the promptings to adopt it.

With this great and just principle of individual freedom, it

is not to be wondered that, with such a domain as has been vouchsafed to us by Providence, every region of our territory has been called upon to do what it can do best, to produce what it can produce best and most abundantly, to make what it can make best; and the absolute and unquestioned right of free exchange has permitted the currents of demand and supply to traverse, "fertilizing as they flow," every region within the vast area of our national domain.

To such untrammelled and healthful expansion of personal energy, such unfettered exchangeability of property, we can alone attribute the wonderful development and advance of our country in material wealth and prosperity.

But to the eyes of thoughtful and patriotic men there is a cloud painfully apparent upon the horizon; and the mutterings of a storm are audible, which prudent forethought warns us to consider and provide against. I refer to the gathering sounds of discontent among the agricultural population all over the United States and the dangerous character of some of the remedies which are proposed for their relief; and among these the most to be dreaded are the abandonment and overthrow of our present measure and standard of value and the substitution of the free coinage of silver at an arbitrary legislative ratio to be set up by this government, without the co-operation of other mercantile nations, and wholly in disregard of the intrinsic value of the metal of which the coins are to be composed.

I need not describe to such an audience as this the disasters, financial, social, and political, which would accompany such a step, nor the serious and paralyzing influence upon business in all its departments, upon industry in all its avenues, that even the shadow of such a threat, and the possibility of its execution casts upon our future. It would strike a grievous blow against our national honor and prosperity, the effects of which it is impossible to estimate, and indefinitely post-

pone that primacy in the financial and commercial world which otherwise we might hopefully anticipate in the not distant future.

Nor need I dwell upon the irreverent, the insensate folly of attempting to create values by statute or to enforce by legal enactment a parity of value and acceptability of two distinct commodities; for history has been written in vain if the futility of such attempts should not now be acknowledged, and the effect of our own existing legislation upon the prices current of silver bullion should alone be accepted as plenary and conclusive proof.

But I feel impelled, under the obligations of that sincere friendship which brought me here, to ask your earnest and candid consideration of what I believe to be the real causes of resort to such delusive and destructive propositions as a means of relief from present financial depression and distress among the largest class of our countrymen, those whose capital and energies are engaged in agriculture.

It is my belief that the existing arrangements of law regulating our commerce with foreign nations, and imposing taxes upon imports, and administering the collection of such taxes, have brought about such obstructions and congestion in exchanges, and the operation of the natural laws of demand and supply, and have produced such a condition of affairs, that the EXCHANGEABILITY of the products of our soil has been grievously impaired, and that a steady current has been running for many years, intensified by late acts of legislation, against the agricultural interests and those whose capital and labor are involved in the ownership and cultivation of land; in other words, that those engaged in such production have year by year by the operation of law necessarily become poorer, denuded by an illy-adjusted and excessive taxation of their normal and constitutional rights, until the prices they receive will barely cover the actual cost of

production, and the purchasing power of their products will not suffice to procure for them and their families that reasonable and comfortable livelihood to which every industrious American citizen should be entitled.

I need not produce to you the statistics of abandoned farms in Massachusetts and the adjoining States, nor recite the ruinous record of forced sales, nor the lists of unsaleable farms, nor the diminished prices of those which are sold; for the same story comes to us from almost every quarter of the country. Nor need I refer to the wide-spread unwillingness of investors to loan money on farm lands.

Nor will I cite the sad testimony of individuals selected from the cloud of witnesses who surround us on every side to relate the distress and pinching want among agriculturists in every State in the Union. I will only refer by way of illustration to two conventions held since the new year opened, one of the Cotton Planters of the Mississippi Valley at Memphis, and the other of the Presidents of the Farmers' Alliances in the several States, which met at Washington on January 8, representing thirty-eight States and Territories. The same report was made by each of the ruinously low prices of their products and the grievous condition of their industries, only too plainly attested by the prices current in open market,— cotton lower than for forty years past and less in price than the cost of its production. And the condition was epitomized by the declaration "that the South must make less cotton, or go hungry," with the echo from the teeming fields of the North-west, "The West must grow less corn and wheat, or go unclad."

Restriction of product was recommended. Yet to advance prices by compelling scarcity, is surely a blind and desperate resort, in a world that needs all its productions for the support of its inhabitants, where free exchanges, while increasing demand, furnish equally means for its abundant supply.

The measures proposed for relief undoubtedly are in many cases radical, impracticable, illusory, and dangerous; but the fact remains that they originate in wide-spread and deep-seated discontent, and the lamentations are not idle nor without a cause.

In two States differing so widely in their productions, race population, local traditions, and historical sympathies as Kansas and South Carolina, agricultural distress and discontent have upturned and convulsed social and political arrangements. The great Irish philosopher and statesman of the last century warned us that "men are as much blinded by the extremes of misery as by the extremes of prosperity, and desperate situations produce desperate councils and desperate measures"; and illustrations of this truth are painfully afforded to-day in this country. To my mind, the causes of the gradual but steady impoverishment of the agricultural classes of our countrymen, the decline in value of farm lands and products, the relinquishment of farming as a profession, and the influx of our rural population to the cities, are not doubtful or obscure. Certainly, it is not sudden nor temporary, but is a result slowly, but surely, arrived at, and for reasons not difficult to discern.

Many important conditions, to-day existent, ought to be full of favor to the American planter and farmer. Our home crops are the most abundant ever known, coupled with bad seasons and short crops in Europe and India.

Our able-bodied men are all self-supporting, and voluntarily engaged in productive labor, aided by the best agricultural machinery; while in Europe they are largely withdrawn from the fields to swell the ranks of forces armed for destruction, and maintained in costly idleness, awaiting military orders. Thus, with diminished competition abroad and abundant production at home, with unequalled facilities for transportation by river and railway to the seaboard, there

ought to be a wholesome degree of prosperity attending agricultural pursuits, which, however, is lamentably lacking.

Now, fellow-countrymen, one part of our country cannot continue to languish without disaster to the whole; and I am sure that the properity of your important and influential association is not founded, nor is it sought to be founded, upon a narrow or selfish basis, and that, if injustice in the apportionment of the burdens of taxation causes just discontent, you will be ready, in a spirit of justice and enlightened self-interest, to aid in the relief.

I give it as my opinion and judgment, founded upon an experience of nearly a quarter of a century in the public service as a legislator, and an administrative official, that the currents of public taxation have for many years been running adversely and unjustly against the natural industries of the country; that the artificial industries, as contradistinguished from the natural, have been stimulated, to the neglect and detriment of the latter, and our laws of taxation have been so controlled that an unjust distribution of governmental aid and favor, and the wealth that follows where such favor is bestowed, has been, and is the result.

The balance of our foreign trade has been all along and is to-day maintained almost entirely by the exportation of our natural products; and the prices which the farmer obtains for his cotton and grain in the home market are regulated absolutely by the price of his surplus when sold for export to foreign markets,— markets in which our municipal laws of tariff taxation have no other influence than, while increasing the cost of production here, to handicap the producer when he comes into competition with his more lightly burdened foreign rivals.

Looking below the surface, I believe it will be found that this condition of things has gradually been brought about by the oversight of an essential element of personal liberty,

which our forefathers sedulously sought to place beyond assault by imbedding it in their written charter of equal rights in government. They believed, as did John Stuart Mill, that "each person is the only safe guardian of his own rights and interests"; and, to secure it and build the fundamental principle of equality before the law upon the bedrock of honesty, they declared that "no State shall pass any law impairing the obligation of contracts," and *a fortiori* the collective power of the *Union* could pass no such law, for no such power was delegated.

And how imperfect is a man's freedom, if the right to enter into contracts for the disposal of that which is honestly his own be impaired or destroyed!

I leave out of consideration contracts against morality or public policy; but the freedom assured by the common law of England the best inheritance our forefathers brought here across the Atlantic,—the right to contract as he chose, and employ individual faculties or powers or possessions of every nature in such way as should be most useful and beneficial to the owner, with the sole restriction contained in the maxim "Sic utere tuo ut alienum non laedas,"—a paraphrase or equivalent of the Christian injunction, "Thou shalt love thy neighbour as thyself."

Perhaps it would be well to mention that the common law also prohibited contracts *in restraint of trade* and the creation of monopolies to strangle competition, or, as we call them nowadays, "trusts,"—perhaps because they are distrusted; but the spirit of the common law was all in favor of individual freedom of contract.

The right of individual contract is an essential element of freedom, a corner-stone of personal liberty. From the contract of Christian marriage down to the purchase of an apple, this rule of action runs essentially through the life of a free man.

Having secured the obligation of his contracts from impairment, our fathers proceeded to secure to the citizen the full use of his earnings and production, and provided there should be no tax or duty on exports; and thus he was left free to sell or exchange in the country or to sell or exchange out of the country the results of his labor. And here let me ask, What element of property is so essential to its value as its *exchangeability?* and, when the right to exchange is impaired, how severe the loss to the owner? Deprive property of exchangeability, and it becomes an encumbrance; and oftentimes its value is wholly destroyed.

Now, this feature of *exchangeability* — a word peculiarly appreciable in a Merchants' Exchange — may be impaired or destroyed in many ways, direct and indirect. Under the Constitution, no tax or duty can be imposed on exports; but importation can be exercised only under the regulations of commerce and the power to lay duties on imports which is delegated to Congress.

The denial of the right to tax exports gave an added value to American property, and manifestly was intended to prevent any impairment of its free exchangeability abroad. The inhibition of taxes upon exports is as explicit as the grant of power to tax imports, and no construction of either provision of the Constitution that would be destructive of the other can be admissible. These two provisions are of equal force, are not contradictory; and both can be construed in harmony, and reasonable effect allowed to each, nor can any exercise of the power to lay duties upon imports be held to warrant the disregard or destruction of the right to export without tax or duty.

No construction is justifiable that does not concede to each provision of the Constitution its natural and reasonable force and effect, and permit the spirit of liberty and justice to vivify the entire instrument, as was intended by the wise framers.

Of what avail was the inhibition of the impairment of the "obligation of a contract," if the right to enter into contracts was itself to be denied or crippled?

There are many ways of producing the same result, and the obligation of a contract may be impaired or the contract itself be practically prohibited under the forms of a tax law.

Our ultimate tribunal, the Supreme Court of the United States, has declared that taxation purely in aid of personal or private objects is beyond the legislative power, and is an unauthorized invasion of private rights; and the same high authority, through the lips of Chief Justice Marshall, has declared the regulation of commerce "is to prescribe rules by which it shall be conducted."

But, when regulations are prescribed which necessarily do not "conduct," but actually and intentionally obstruct and logically prevent commerce by so crippling the right of free export as virtually to render it valueless, by imposing duties practically prohibitory upon the commodities for which the American product has been sold or exchanged in foreign countries, is it not evident that freedom of contract has been grievously impaired, and the right to export free from tax or duty has been substantially overthrown?

This unequal current has run so long in one direction, and its channels have so deepened under the advancing claims for the higher protection of special industries, that the consequences are now plainly and painfully apparent in the impoverished condition of the great class whose employments and interests so largely depend on free exportation, and the right to exchange their surplus products abroad for those articles of which they stand in need, and which in a greater or less degree enter into, and increase the cost of, every American manufacture of which they are compelled to be consumers.

The loss to the American farmer and producer from this unfavorable discrimination is not to be calculated alone upon

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the excess of his crops which he exports, but upon his entire crop, the prices of which in the home market are fixed by the foreign rates; nor does the injury to him end even there, for an increased cost of his own product, and, still more, of those articles he consumes, but does not produce, and must purchase, necessarily follows.

To remove the distressing symptoms of disease, the remedy must be applied to its cause; and, being convinced that the present rates of taxation upon imports are in many cases practically prohibitory, in many cases unjust and unequal, discriminating heavily against the poorer classes, levied more on consumers than on wealth, and in the majority of cases excessive, and higher than a regard for public revenue or foreign commerce would dictate, I earnestly commend to your enlightened and patriotic judgment the immediate need of tariff reformation.

If I am correct in the facts I have stated and the reasons I have adduced, our farmers and producers have long been and now are deprived of the valuable element of exchangeability of their products to which, by the Constitution, they are entitled under guaranteed freedom of export; and, being so deprived of value in their property, they are compelled to accept reduced prices at home, because those prices are regulated and controlled by the foreign rates. For one, I cannot wonder at their discontent, and thoroughly do I sympathize with their sufferings; but, deeply as I regret the unwise and dangerous remedies they propose for their relief, it is also my sincere belief that, with a removal of the cause of the disease, the symptoms will disappear, and we shall cease to hear of radical assaults upon our standard and measure of value, — no more of fiat money or loans by the government to individual borrowers on collateral security, no more of schemes to swamp individual liberty in State socialism, no more of attempts to conduct commercial policies by the machinery of political parties.

And, blessed be the thought! the voice of the demagogue, shouting his applause of every proof of popular excitement and folly, and trimming his selfish little sails to meet the puffs of every passing popular breeze, will be less heard in and out of the councils of the nation.

Commerce is exchange,— reciprocally beneficent exchange, — taking from each what he best can spare and giving to each of the contracting parties that which he can receive with most benefit.

With the natural currents of a genuine and generous international reciprocity once in motion, with a cessation of commercial warfare upon our Canadian neighbors and other friendly people, the substitution of a system of moderate duties on imports, adjusted to the needs of the treasury, and not arranged as at present under the dictation of selfish interests nor for the embarrassment and obstruction of our export trade and exchanges with foreign nations, we will then hear no more of the demand for free silver coinage, and consequent abandonment of gold; and the healthful circulation of a stable standard of value will bring wealth and strength to our financial systems in every quarter of the country and in every branch of our diversified industries, with normal and just rewards to agriculture in all its forms.

Most earnestly do I deprecate the threats lately proclaimed from the national capitol,— of retaliation under the misnomer of reciprocity. It is nothing but commercial warfare in its least respectable or warrantable form. Nor can I withhold my protests against the threatened imposition by a decree of the Executive, and in his sole discretion, of import duties upon articles which for many years have been placed by law upon the free list, which are important to the comfort of every American household and to the remunerative manufacture and trade in American industries.

Taxation is a mighty and sovereign power, vested under

our system in the legislative branch, whose discretion cannot be delegated to any other branch of the government; and, to use the language of a judicial court of the United States, "it is as incompetent for the legislature to confer the power to tax upon the judiciary as upon the Executive."

Remember, "solid men of Boston," the ground whereon this city stands and the cause and origin of American independence. It was resistance to unlawful and unwarranted taxation,—a trivial tax on tea, a twopenny stamp tax on legal documents, trifling in amount, but oppressive in principle.

Can any words be more impressive upon such a topic than those of Emerson, who twenty years ago sang here in Boston?

The rocky nook, with hill-tops three,
  Looked eastward from the farms,
And twice each day the flowing sea
  Took Boston in its arms.
The men of yore were stout and poor,
And sailed for bread to every shore.

And where they went, on trade intent,
  They did what free men can,
Their dauntless ways did all men praise,
  THE MERCHANT WAS A MAN.
THE WORLD WAS MADE FOR HONEST TRADE,—
TO PLANT AND EAT BE NONE AFRAID.

The cargo came! and who could blame
  If *Indians* seized the tea,
And, chest by chest, let down the same
  Into the laughing sea?
For what avail the plough or sail,
Or land or life, if freedom fail?

President Burnham: —

You have listened to the discussion of commerce by land and sea; but there is one fringe of it which has not been touched on to-day and during the evening, — the wonderful growth and development of the commerce in the great Northwest. I introduce to you to speak to you on that subject the Hon. John Jay Knox, representing the Chamber of Commerce of New York.

HON. JOHN JAY KNOX'S ADDRESS.

Some years ago, no matter how long, — I prefer not to be considered a veteran, — I lived in Minnesota. It was before that State was admitted into the Union. St. Paul was a city of five thousand people. Minneapolis had no existence except in name, which was a nondescript, one-half Dakota Indian and one-half Greek. The city was a neophyte. It was not born. No man had title to an inch of land in that city. The title was in the government, the price $1.25 per acre.

The majority of the people living in St. Paul were from the Middle States. In social gatherings sometimes, it was the custom to take a census; and in such census New York always led, then Pennsylvania. New England was third in the list. At these social gatherings there were people from almost every State in the Union, and once I remember there were one or two born in the islands of the sea.

In Minneapolis, if a census had been taken at a social gathering in those days, the people from New England would always have been first, the Middle States second, with many from the Southern and from Ohio and Illinois and other adjoining States.

If you were to ask me to give the reason for the growth of

those two little cities so rapidly into big, prosperous cities, I should answer that the men who founded and peopled these two thriving cities were chiefly natives of Boston and New York, of the New England and Middle States.

Some of you are possibly fathers of the founders of St. Paul and Minneapolis, and perhaps a few are old enough to be their grandfathers. The young people in the North-west were thrifty, energetic Yankee people. No other reason need be given in Boston, I am sure, to explain the rapid growth of these cities.

In the early days, a few years before I lived in Minnesota, the old residents were supplied with their flour and their oats and their potatoes by steamboat from St. Louis. The people farther up north, the Winnipeg people and the Hudson's Bay people,— Mr. Wiman's people,— received their flour and their other good things chiefly by steamers which came yearly over the ocean from the old country, passing through Hudson's Straits to Fort York, a harbor in Hudson's Bay.

During the summer from three hundred to six hundred rude, wobbling carts, with not a particle of iron in their make-up, drawn by a single ox harnessed like a horse, came down from Winnipeg, four hundred miles or more, and camped out on the prairie outside of St. Paul, and for some days carried on a brisk trade with the St. Paul dealers.

But the chief supplies of the Hudson's Bay Company and of the people in that far-off country were received direct by steamer from old England.

The old residents were traders, Indian agents, Hudson Bay employees, military officers, soldiers, and politicians, who did not believe that corn or wheat or potatoes would grow so far north, so they didn't even try to cultivate the ground.

But, when the New Englanders from Maine, attracted by the big pine forests, and the New Yorkers, Bostonians, and others, attracted by the prospect of trade and speculation in

land, settled in that country, they soon found out the character of the soil and its value and poductiveness.

The people of the neighboring States and of other States further East slandered the young territory of Minnesota for years with the cry that the upper Mississippi country was "too cold for corn." That same territory now produces more good wheat than any other like portion of the land on the face of the earth.

Last year, 1891, the official output of flour in Minneapolis made by Minneapolis mills was 7,877,947 barrels. That would be equal to about 40,000,000 bushels of wheat, which is, say, one-tenth of the total production of wheat in the whole country.

One mill in Minneapolis, the Pillsbury-Washburn mill, is said to have a capacity to manufacture 12,000 barrels of flour a day, consuming one twenty-fifth of the total production of wheat of the whole land.

The Territory of Minnesota at the time it was organized as a State, which then included the Dakotas, produced 78,000,000 bushels of wheat,—about one-fifth of the whole average product of this country, and equal to the whole production of that grain in the New England, the Middle, and Southern States. The average production for the last ten years has been about 450,000,000. The amount produced last year, 1891, was nearly 612,000,000 (611,780,000), and the increase this year over last 212,000,000.

The estimated value of wheat, corn, and oats in the year 1891 was: wheat, $513,500,000; corn, $836,500,000; oats, $282,000,000, making a total of $1,632,000,000.

The estimated value of wheat, corn, and oats in the year 1890 was: wheat, $334,500,000; corn, $754,500,000; oats, $222,000,000, making a total of $1,311,000,000, and showing an increase in the value of last year over the year before of $321,000,000 in these three staple crops.

The estimate of wheat produced in Minnesota and Dakota in 1891 was (Dakota 81,819,000 bushels and Minnesota 55,333,000) 137,152,000 bushels, the estimated increase in the yield this year over last year being 58,000,000 bushels.

The production in 1891 in these two States was considerably more than one-fourth of the annual average production of the country during the last ten years. The total exports of wheat, counting flour as wheat, from July 1, 1891, to date, is estimated at about 130,000,000 bushels.

These facts from one standpoint bring out more clearly than any large array of figures, which would be wearisome, the reason why the foreign commerce of this country has grown so rapidly since the year 1860, and, perhaps, would also give a reason why you have built the beautiful Chamber of Commerce building, the opening of which we have met here to-day to celebrate.

The people of the New England and the Middle States have for years been sending out their children to organize new commonwealths in the West and North-west, and the facts which I have mentioned show that these children from Massachusetts and from New York whom we have sent out to this particular portion of the North-west have done what the Scriptures commanded our fathers to do, and keep on doing, a few thousand years ago.

These children of yours have gone out West to multiply and replenish the earth; and they have not only gone out there to do it, but they have done it, and they keep on sending us millions of bushels and barrels of breadstuffs and butterstuffs to prove that they have done it.

Other tribes of people from New England and New York, our sons and daughters, have gone by the thousands to Cleveland and San Francisco, Detroit and Chicago and St. Louis, Wisconsin and Iowa, Kansas and Nebraska, and to other wonderful States, to found other new commonwealths, West

and South,— there are forty-four of them now; and they are every day sending us cargoes of wheat and corn, of lumber and cotton and rice, of hogs and cattle and sheep, and the fruit of other numerous industries, and oil to make our faces shine and wine from California to make our hearts glad. They are sending us every day the fat of the land, the manna and honey from what was a few years ago considered a wilderness; and, as a consequence, our bins and granaries and our big ships, if we had any,— alas! they are all English and German,— are full to overflowing, and we are obliged to tear down our old barns, like the rich man in the parable, and put up new ones.

This is probably the reason why the foreign commerce of Boston, which was but $54,500,000 in 1860, was in 1890 $134,000,000. It is one of the principal reasons why the foreign commerce of New York, which was in 1860 $371,500,000, was thirty years later $913,500,000, and is believed to be during the year 1891 a full round $1,000,000,000.

It is the reason why the foreign commerce of the nation, which in the year 1800 was $53,500,000, and in the year 1860 $762,000,000, was in the year 1890 1,733,000,000.

New England has been sending out her thousands of sons and daughters to the South and West and the North-west, and to the Pacific, too; and these good children did not hide their talents in a napkin, but they put out all the talents they had, and borrowed more and more from the old folks at home, and put it all out at interest, and they have shown themselves to be thrifty men and women, with "faculty" such as Mrs. Beecher Stowe describes in her novels. And they have not only increased their talents tenfold, but ten thousand-fold.

Now, I count this a great compliment to be sent here as a delegate from the Chamber of Commerce of New York to bring greetings to the Chamber of Commerce of Boston on

the occasion of their leaving their old building and celebrating the erection of this new and beautiful Chamber of Commerce.

The Chamber of Commerce which I represent in part is older than the government. It received its charter from King George III. The very streets of New York — Desbrosses, Murray, White, Franklin, Thompson, and Van Dam — are named from its first founders; and, if they were swept and scrubbed by the descendants of our old grandmothers from Holland and descendants from New England, there would be no complaint about their condition.

The Chamber of Commerce is located right at the corner of Nassau and Cedar Streets, just precisely the spot where Benjamin Franklin, who was a good specimen of a model Boston boy, first sent up that kite of his which brought down for the first time on his kite strings the lightning, and has made possible all these other wonderful discoveries of Morse, Henry, Bell, and Edison, which have done more than any other discovery ever known to interweave the business interests of the whole world.

The Chamber of Commerce of New York has a membership of one thousand men, which is the limit, just a regiment,— a regiment of men with the energy and sagacity of the Boston men who conceived the plan, raised the means, and finally completed the beautiful building which we have this day dedicated to the use of commerce; a regiment of men like the men who were in Boston in 1776, and threw the tea overboard; a regiment of men like your minute men, who were at Concord and Lexington a few years ago; like those regiments of men which you sent out in later years, in 1861, in response to the call of Father Abraham for 300,000 more.

It is a full regiment of men, who have proved themselves to be full of charitable deeds and good works; a regiment of

men diligent in business, fervent in spirit, and some of them, I hope, serving the Lord.

A regiment of men wide-awake in business, thorough New Yorkers, as you are thoroughbred Bostonians,—these are the men I am proud to represent here to-day. I know of a number of banks in New York, with long lists of shareholders, of whom one-half are New Englanders; and it is rarely we ever see even one of these New England stockholders. We send them, however, regular dividends, or else we should be sure to hear from them. They have faith in us. Your Bostonian bankers show unbounded faith in New York bankers. They are glad to receive money, other people's money, from all parts of the country, to use in developing not only our foreign commerce, but to promote good, thrifty industries of all kinds in all parts of the land.

The president of the Chamber of Commerce of New York is the son of a New Hampshire clergyman; and, if a census was to be taken of the New York population to-day (not counting the foreign population), it would be found that at least one-third of the native-born population of New York are of New England descent.

I rejoice, and no doubt my children will continue to rejoice, that I have had this opportunity to bring with me the greetings of one thousand honest, prosperous men, who well represent, not the "Four Hundred," but the best there is in brain and muscle, thrift and industry, in the metropolis of New York.

I am glad to be with you on this occasion as a delegate from the leading commercial organization in North America, and to break bread with you, and to drink health, long life, and prosperity to the members of the Chamber of Commerce of Boston.

President Burnham: —

It is no doubt the desire of the merchants to hear from as many of our sister exchanges as possible. There is one that has not yet been called upon, representing a 'Change in our neighboring State, Rhode Island. I now present to you Mr. John C. Wyman, representing the Providence Chamber of Commerce.

MR. JOHN C. WYMAN'S ADDRESS.

Mr. President and Gentlemen of the Chamber of Commerce of Boston,— I am well aware from long experience that the man who attempts to address a dinner party at about eleven o'clock in the evening is sure to make the most moving speech that has been made during the whole evening. [Laughter.] If I am to speak at all, I rejoice in the fact that there are a few left; and, while I sympathize with them more than I do with those that are gone [more laughter], I will promise you one thing, that I will speak so briefly that there won't any one of you lose a train if it goes within a very short time. [A voice, "Good!"] I remember being at a dinner once in New York where a gentleman was speaking; and he had been drinking rather freely, and did not know half as well himself as the rest of us did when he had got to the end of his speech. So he continued it until it became tiresome. We applauded him at first, and thought perhaps we could drown him out in that way. That failed. Then we used our feet, and scraped and stamped. Finally, he seemed to discover what our purpose was; and he stopped, and said: "Perhaps you think you can choke me off. I understand your game quite as well as you do; and, when I relate to you an experience I had, I think you will discontinue your operations, and let me determine when my speech is at an end. I spoke in the town of Hartford once. I had been asked to

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SECRETARY'S OFFICE.

speak, and I had a very good audience. But I noticed as I went on that it began to grow thinner and thinner. Finally, when my lecture was about finished, I found there was no one left but the janitor. He came to me, and said, 'I beg your pardon: my wife is ill, and I want to ask you if you have any objections in putting the light out when you get through.' [Laughter and applause.] Now I can keep it up until some one will make the same proposition to me." [Laughter.]

The distinguished speakers to whom you have listened this evening have given you so many historical facts connected with the rapid and unprecedented development of our country, such an array of statistics, so much in the way of wise suggestion and encouraging comparison, that I feel myself embarrassed as I think of the contrast which my meagre intelligence must present, when formulated in speech, to their varied and valuable information; and I am inclined to thank you for the compliment of your call to speak, and preserve a golden silence.

Yet I do feel it is a privilege to speak to such an audience as is present here to-night; and I am reminded, as I look in the faces of these men, and as I hear recited the deeds they have performed, of the commencement of a speech once made by William H. Seward, who said that he was travelling across the desert, a weary desert, and at the close of an exceedingly hot and tiresome day they had found an oasis, and under the spreading palm and by the flowing spring they sat down to rest. They had been there but a short time when an Arab chief rode up on a magnificent Arab charger. He dismounted, and, approaching the leader of the caravan, said, "How much man have you here?" — not how much merchandise, not how many camels, not how many men, not how many shawls or spices, but "how much man have you here"? And, standing here to-night in the presence of this body of men, I say that I challenge you to find anywhere on this

broad continent in the same space more manhood than is represented here to-night. As I have heard from these various gentlemen statements that seem almost as wild as any you find in the "Arabian Nights" of the wonderful producing power of our country, I am not surprised when I see what class of men there are who are behind all these industries and these enterprises. Emerson says, "It is not the census, it is not the growth of your cereals, it is not your productions by which you are to measure your country, but by the class of men that you have." And it seems to me that one is the essential of the other. If you are to have great production, you must have men of energy and enterprise; and we have them here in this country, and, thank God! it is a free country, and every man here has a right to hold, if he can win it by fair means, the highest position there is in the gift of the American people. [Applause.] You have read, as I have read, in the columns of the newspapers within the last two days, the sad story of the bereavement that has overtaken the family of the Prince of Wales; and we are now so near to England that we can almost hear the tolling of the bell that has touched their hearts with unspeakable agony, and we, too, have sympathized with them in their loss. But I cannot help feeling, Mr. President, how differently we are situated in this country from what they are there. We lament no disturbed or broken dynasty. The simple question for the American people to settle is, Who is the man that in their judgment is best qualified to fill the highest office in their gift? and the chief magistrate of the United States may look down on any potentate of any other power on the globe. [Applause.] I have very little more to say, Mr. President, except this: that I am rejoiced at one thing, and that is the unanimity of sentiment which, so far as it has been expressed, is entertained here to-night; and I believe it reflects the sentiment of the entire country. About twenty-five years

ago we gave up the sword and the spear, and resumed the plough and the pruning-hook. That long and bloody war had ceased, and the people returned to their ordinary avocations; and peace was restored throughout the land. But, Mr. President, we have not forgotten how to use the sword or the spear; and, if the time comes when the national flag requires it, when the national honor demands it, as it may possibly come, then it shall be found, from the Atlantic to the Pacific and from the North to the South, that the ploughshare and pruning-hook can readily be exchanged for the sword and the spear, and the national honor will be preserved inviolate. [Great applause.]

THE GUESTS.

The guests of the organization were distinguished men, representing not merely high political station, but also several sister Chambers of Commerce in other sections of this great land.

At the circular table upon the dais were seated President Lamont G. Burnham, Governor William E. Russell upon his left, and Hon. S. M. Cullom upon his right, and Hon. Alanson W. Beard, collector of port; Hon. T. F. Bayard; Hon. Rufus B. Bullock, Atlanta Chamber of Commerce; Hersey B. Goodwin, ex-president; Hon. Thomas N. Hart, postmaster; Mayor Nathan Matthews, Jr.; W. O. Blaney, chairman Building Committee; Rev. A. P. Peabody, D.D.; Charles F. Choate, president Old Colony Railroad; Hon. Alden Speare, ex-president; Hon. John Jay Knox, New York Chamber of Commerce.

At the other tables were seated the following: —

Hon. Francis W. Breed.
J. R. Leeson.
Hon. William E. Barrett.
Walter C. Hagar.
James B. Canby.
Richard Stone.
Col. Jacob L. Green.
J. H. Holmes, *Herald.*
James Stephenson.
Jacob S. Winslow.
Jonathan G. Clark.
Benjamin Hinckley.
J. G. Hinckley.
H. P. Woodbury.
Eli Ayers.
Freeman J. Doe.
J. C. F. Slayton.
F. F. French.
H. W. Shattuck.
Gardner Murphy.
G. F. Kendall.
John McPherson.
Dana I. McIntire.
J. P. Harris.
George M. Harris.
E. J. Whitman.
John W. White.
W. W. Lawrence.
George H. Lawrence.
Hon. Jas. M. W. Hall.
John T. Cutting, M.C.
Hon. Jonathan A. Lane.
Armand Lalande.
Charles W. Towle, *Traveller.*
Hon. William J. Thompson.
John N. Scatcherd.
Herbert S. Underwood, *Daily Advertiser.*
E. M. Blanding.
Erastus Wiman.

Hon. A. S. Pinkerton.
O. W. P. Westervelt.
D. T. Wade.
E. A. Grozier, *Post.*
E. S. Whitman.
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